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BETTER FRUIT

VOLUME VI

AUGUST, 1911

NUMBER 2

ASSOCIATION AND PACKING EDITION



Courtesy of the Great Northern Railway

PRIZE WINNING EXHIBIT FROM THE GREAT STATE OF MONTANA
AT AN EXHIBIT IN THE EAST

BETTER FRUIT PUBLISHING COMPANY, PUBLISHERS, HOOD RIVER, OREGON

Subscription \$1.00 per Year in the United States and Canada; Foreign, Including Postage, \$1.50

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Dangerous Fruit Pests are Unknown
in the famous

BitterRootValley

on Montana's Pacific Slope
Where the Wormless Apples Grow

Smudging Is Unnecessary

There has not been a killing frost on the bench lands in the growing season in the history of the Valley. There are no dust storms.

Pure water and sunshine 300 days in the year make ideal health conditions.

Net profits annually range from \$2,000 to \$5,000

on a matured apple orchard of only ten acres.

Undeveloped land in this remarkable fruit district can still be bought for less money than is asked in other valleys less perfectly adapted by nature for successful fruit growing. Values now range from \$250 to \$350 per acre.

Developed tracts of ten acres, with contract to cultivate and care for same to five-year maturity, cost only \$5,000 if purchased now. Easy terms of payment for both developed and undeveloped land.

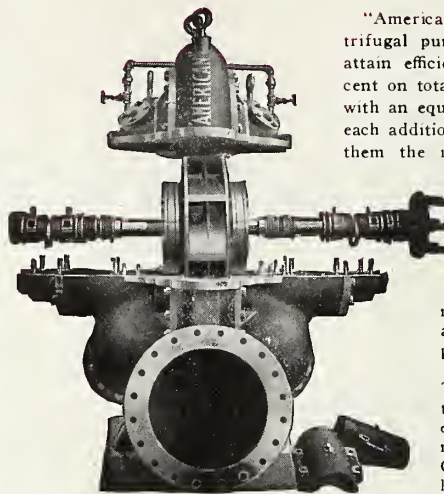
Detailed information upon request.

Bitter Root Valley Irrigation Co.

First National Bank Building, CHICAGO

All the Grand Prizes and All the Gold Medals
Given by the Alaska-Yukon-Pacific Exposition at Seattle
in 1909 to pumps were awarded to

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"American" single stage centrifugal pumps are guaranteed to attain efficiencies of 60 to 80 per cent on total heads up to 125 feet, with an equal increase in head for each additional stage, which makes them the most economical pump made for irrigation purposes.

"American" centrifugals are made in both horizontal and vertical styles, in any size, in any number of stages, and are equipped with any power.

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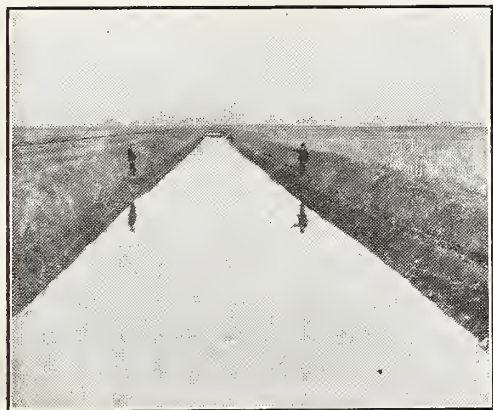
SECOND AND ASH STREETS, PORTLAND, OREGON

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THE GRAVITY IRRIGATION SYSTEM OF THE SPOKANE VALLEY

Has developed the greatest apple and berry district of the West. Nearness to market causes larger net returns than in any other locality. Seventy-two trains daily through the valley. Every modern convenience. "Life's journey is swift; let us live by the way." The Spokane Valley has the unique distinction of being the only established apple district near a big city. Think what that means and investigate. Five thousand contented settlers.



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IN THE
WEST



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SPOKANE VALLEY

SPOKANE VALLEY IRRIGATED LAND CO.

401 SPRAGUE AVENUE, SPOKANE, WASHINGTON

NORTHWESTERN FRUIT EXCHANGE

ORGANIZED JULY 29, 1910

CONTROLLED BY FRUIT GROWERS OF OREGON, WASHINGTON AND IDAHO

The banner results that the Exchange secured for its members last year, by reason of the widest and most efficient distribution of Northwestern fruits ever undertaken, is now a matter of history well known to every fruit grower in these three states. Its representation in 1911 includes to date twenty-five different associations and unions, with a visible output of upwards of two thousand cars. Increased facilities for the present season insure the grower even a better quality of service, as the Exchange has established and will

MAINTAIN

1. Over one hundred branch offices and sales representatives, in every principal market of the United States and Europe, in order to:
 - (a) Develop new and increased demands for Northwestern fruits through scientific salesmanship, effective advertising, and a thorough knowledge of market necessities, supply and possibilities.
 - (b) Possess at all times an accurate idea of trade conditions, and the consumers' demand in every market, large or small, within the range of adequate transportation service.
2. A thoroughly equipped sales department to:
 - (a) Promote wide and judicious distribution of cars.
 - (b) Place before its members a condensed and reliable report of daily market conditions throughout the entire country.
3. An efficient traffic department, perfectly equipped, and in position to:
 - (a) Look after the service on every individual car;
 - (b) Select the quickest and cheapest routing;
 - (c) Handle overcharges and other claims in the most intelligent and effective manner.
(The Exchange collected and remitted to the growers more than \$5,000.00 in connection with shipments handled during the 1910 season.)

NORTHWESTERN FRUIT EXCHANGE

General Offices, Spalding Building, Portland, Oregon

President, REGINALD H. PARSONS (President Hillcrest Orchard Co., Medford, Oregon; Director Rogue River Fruit and Produce Association)
Secretary, C. A. MALBOEUF

Vice President, W. N. IRISH (President Yakima County Horticultural Union)
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WE HAVE MODERN COLD STORAGE FACILITIES
ESSENTIAL FOR HANDLING YOUR PRODUCTS
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Specialties: Apples, Peaches, . .
Pears and Cantaloupes

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Strictly commission house. Specialists in apples,
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California, Oregon, Washington, Idaho and Florida fruits. Apples handled in all European markets. Checks mailed from our New York office same day apples are sold on the other side. We are not agents; we sell apples. We make a specialty of handling **APPLES, PEARS AND PRUNES** on the New York and foreign markets. Correspondence solicited.

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Increased 194 per cent in population, according to Uncle Sam's last census. This is more than any other large city in the PACIFIC NORTHWEST.

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Leads all states of the Union in growth, having increased 120.4 per cent, according to the same authority.

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140 VARIETIES ANY QUANTITY

Plenty of stock in our 40,000 pounds

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Incubators and Brooders

Everything for Building

Everything for Furnishing

Stewart Hardware & Furniture Co.

22,000 feet floor space. Hood River, Oregon

Spitzenbergs & Newtowns

*From the
Hood River Valley,
Oregon*

Took the first prize on carload entry at the Third National Apple Show, Spokane, Washington, and Chicago, Illinois, 1910.

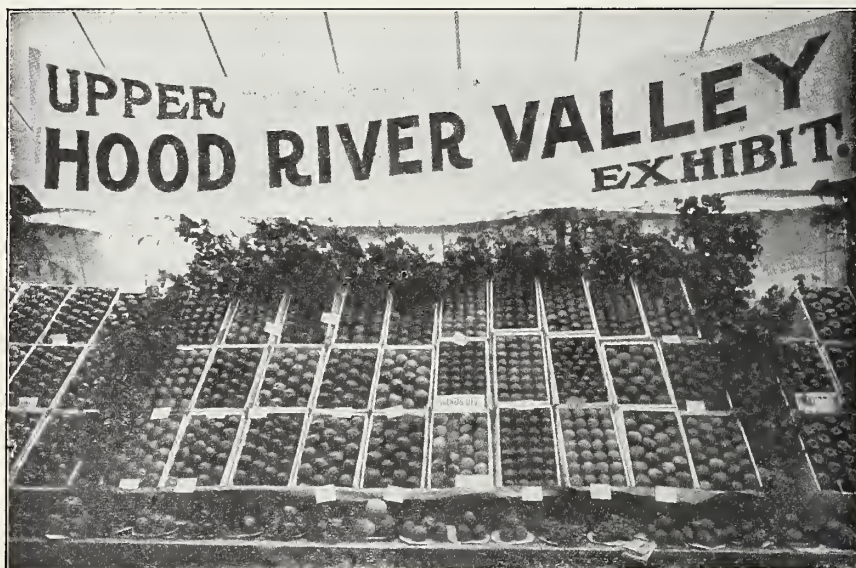
The Spitzenberg car scored, out of a possible 1,000 points, 997. The Newtown car, out of a possible 990 points, scored 988.

The Spitzenberg carload also won the championship carload prize at this show.

Can You Beat It?

We have got land improved and unimproved that is growing such fruit and that can grow it.

We are agents for the Mount Hood Railroad Company's logged off lands in Upper Hood River Valley. Many started in a small way; today they are independent. You can begin today. It pays to see us. Send today for large list of Hood River orchard land, improved and unimproved, and handsome illustrated booklet.



The above picture shows a prize-winning exhibit of Upper Hood River Valley apples at the Hood River Apple Show

W. J. Baker & Company Hood River Oregon

The oldest real estate firm in Hood River. Best apple land our specialty

Corrugated Paper

Its use in your Pear or Apple box will prevent the fruit from getting bruised when being packed or in transit.



Corrugated Paper Acts as a Cushion to Your Fruit

G. P. READ, 199 Duane Street, New York

Write for samples and prices. Send for one of my booklets on Fruit Packing Supplies. IT IS FREE.

Branch Office and Factory, Albion, N. Y.

Stanley-Smith Lumber Co.

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Lath, Shingles, Wood, Etc.

HOOD RIVER, OREGON

Ryan & Newton Company

Wholesale Fruits & Produce

Spokane, Washington

We have modern cold storage facilities essential for the handling of your products

Reliable Market Reports

PROMPT CASH RETURNS

YAKIMA COUNTY HORTICULTURAL UNION

North Yakima, Washington

C. R. Paddock, Manager

Apples, Pears, Peaches, Cherries
Plums, Prunes, Apricots, Grapes
and Cantaloupes

Mixed carloads start about
July 20. Straight carloads in
season. Our fruit is the very
best grade; pack guaranteed

We use Revised Economy Code

References { District National Bank
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Codes { Economy
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ERNEST M. MERRICK Wholesale Fruit Commission Merchant APPLES A SPECIALTY

937-939 B Street, N. W.

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We have been established here for over twenty-two years in one of the best localities in the city. Our facilities are at least equal to any house in the city in our line of business.

WE SPECIALIZE IN
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COVENT GARDEN, LONDON

WE WANT TO REPRESENT THE GROWERS OF
BETTER FRUIT. We know that our
BETTER METHODS of selling will bring
BETTER RESULTS

A Trial Solicited

All Shipments Receive Personal Attention

TREES APPLE, CHERRY TREES PEAR, PEACH

MILTON NURSERY COMPANY

A. MILLER & SONS, Inc.

You cannot afford to take a chance in buying trees to plant for future profit. It requires knowledge, experience and equipment to grow reliable nursery stock.

OUR 33 YEARS' EXPERIENCE in growing first-class trees, true to name, for commercial orchards, insures our customers against any risk as to quality and genuineness of stock.

Orders are now being booked for fall delivery 1911. Catalog and price list free for the asking.

Address all communications to

MILTON NURSERY COMPANY, Milton, Oregon

ORCHARD YARN

For methods and advantages in using Orchard Yarn read the first article in December issue of "Better Fruit" by a world expert.

Tarred Orchard Yarn is used by the foremost growers in all sections.

Natural, practical, economical method of supporting heavily laden trees instead of props. Makes cultivation easier and does not chafe the limbs.

Testimony: More Yarn sold last year than all previous years combined. Sold by all dealers.

Manufactured and sold by

THE PORTLAND CORDAGE COMPANY

PORTLAND, OREGON

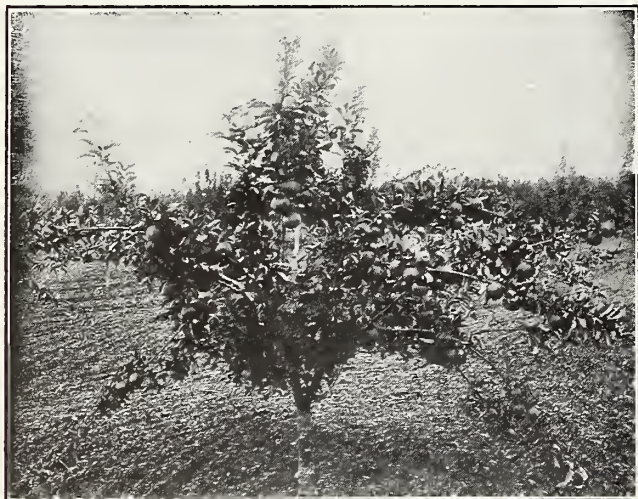
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OPPORTUNITY

"THE CREAM OF THEM ALL"

In the Spokane Valley, Washington

THE KIND OF IRRIGATED FRUIT LAND THAT MEANS BIG PROFITS FOR YOU



A PRODUCING ORCHARD AT OPPORTUNITY, WASHINGTON

OPPORTUNITY has not only proven itself one of the finest orchard projects in the Northwest, but is the ideal place for the home-builder. Its proximity to the city of Spokane, three miles distant, splendid market facilities, steam and electric lines, churches, schools, electric lights, telephone service, water under pressure for domestic use, and the irrigation water carried to highest point on each tract, gives the purchaser all the conveniences of the city and the comforts of the country.

GET THE FACTS—WRITE FOR BOOKLET

**Modern Irrigation and
Land Company**

326 First Avenue

SPOKANE, WASHINGTON



Nine Kimball Cultivators in operation on property of Dufur Orchard Company, Dufur, Oregon, owned by the Churchill-Matthews Company, 510 Spalding Building, Portland, Oregon. This company is using at this time thirty-five Kimball Cultivators on their Dufur, Sheridan, Drain and Cottage Grove properties. This speaks volumes for home-produced machinery. Why go East for yours?

The Kimball Cultivator

Great Weeds and Fern Exterminator

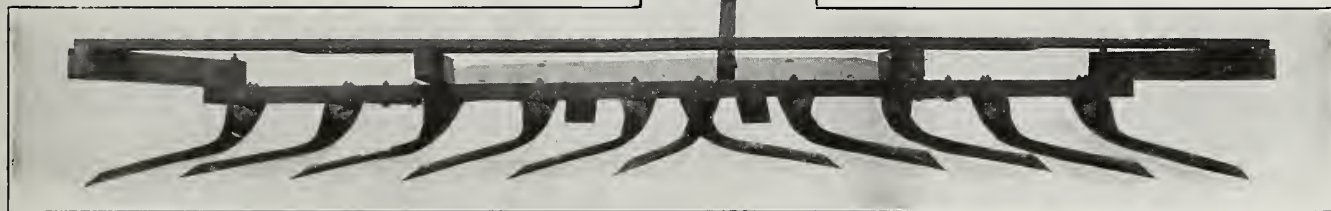
Hood River, Oregon, Feb. 26, 1910.
W. A. Johnston, The Dalles, Oregon.

Dear Sir: I use three "Kimball Cultivators" in my orchard. There is nothing better as a weeder, dust mulcher, or to stir the soil. Yours truly,

E. H. Shepard, Editor "Better Fruit."

Ninety per cent Hood River Orchardists use this machine.

Send for illustrated descriptive booklet.



RETAIL PRICE SCHEDULE

No. 4—4½ feet, 6 blades, weight complete 70 lbs. . . . \$13.50
No. 5—5½ feet, 7 blades, weight complete 85 lbs. . . . 15.00
No. 6—6 feet, 8 blades, weight complete 100 lbs. . . . 17.50
No. 7—7 feet, 9 blades, weight complete 115 lbs. . . . 18.50
No. 8—8½ feet, 11 blades, weight complete 125 lbs. . . 20.00
No. 9—10 feet, 13 blades, weight complete 140 lbs. . . 25.00
No. 10—12 feet, 10 blades, open center, weight complete 160 lbs. . . . 22.50

No. 11—12 feet, 15 blades, weight complete 185 lbs. . \$30.00
No. 13—One 8½ and one 9 feet, 23 blades, gangs, fully rigged, weight 300 lbs. 47.50

Extra Frames \$1.00 per foot; weight 10 lbs. per foot.

Extra Blades \$1.50 each; weight 5 lbs. each.

TERMS: Cash with order, except to dealers with established credit. All quotations f.o.b. The Dalles, Oregon.

W. A. JOHNSTON, Manufacturer

Long Distance Phone, Red 991

Office and Factory, 422 East Third Street, The Dalles, Oregon

White Salmon Orchard Lands

801—10 acres orchard land, only 2½ miles from White Salmon; red shot soil; fine view of Mount Hood and Columbia River. Price only \$100 per acre if sold this month. Terms, half cash, balance 3 years, 7 per cent.

803—20 acres 2 miles out; spring water, red shot soil, fir timber suitable for cordwood; fine view of mountains and Columbia River. Price \$2,500; half cash, balance 3 years, 7 per cent.

809—14 acres in 4 and 6-year-old Spitzenberg, Yellow Newtown, Ortley and Jonathan apples (all commercial); also a few cherries, pears, etc., for family use; 250 peach trees just coming into bearing; 4-room house, large fireplace; on county road 4 miles out; railway station only 3½ miles; fine view of Mount Hood from porch of house. Present price only \$9,500. Terms, \$2,500 cash, balance 1, 3 and 5 years, 7 per cent.

810—160 acres raw land 18 miles out; spring water for irrigation; 4 acres in 4-year-old apple trees; house, barn, etc.; three good springs on place; fine orchard land. Quick sale \$40 an acre.

If interested in raw or improved orchard lands in any size tract, write us for our complete list.

H. W. DAY REALTY CO., White Salmon, Washington

JONATHANS NEWTOWNS	APPLES	PLUMS	PEARS	PEACHES	PRUNES	SPITZENBERGS WINESAPS
	<h2>WHITE SALMON VALLEY</h2>					
	<p>THE LAND OF OPPORTUNITY</p> <p>Located across the Columbia River from Hood River, Oregon, the White Salmon Valley offers the greatest opportunities of any land on earth to fruit growers.</p> <p>WHERE APPLES, CHERRIES, PEACHES, PEARS, PRUNES AND STRAWBERRIES GROW TO PERFECTION</p> <p>A few dollars invested in fruit land today will return to you in a very few years sixty-fold. The SOIL, CLIMATE, WATER and SCENERY are unsurpassed by that of any country.</p> <p>We have bargains in orchard lands in and near White Salmon, also large and small bodies of timber land, cheap.</p> <p>WRITE US FOR DESCRIPTIVE MATTER AND PRICES</p>					
	<p>ESTES REALTY & INVESTMENT CO.</p>					
	<p>White Salmon, Washington</p>					
	BERRIES	CHERRIES	STRAWBERRIES	NUTS		

The Old Reliable

Twenty-three years in business. Twelve thousand dollars more business last year than any previous year.

A reputation to sustain.

The Albany Nurseries

(INCORPORATED)

Bigger and better than ever
A few more salesmen wanted

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DENT'S and FOWNES' GLOVES

Buffum & Pendleton

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FRUIT

Western Soft Pine.
Light, strong and durable.

"Better Fruit" subscribers demand the "Better Box."

BOXES

CAN MAKE TWO CARLOADS DAILY

Washington Mill Co.

Wholesale Manufacturers

Spokane, Washington

Mosier Fruit Growers' Association

APPLES

PRUNES

PLUMS

CHERRIES

PEACHES

PEARS

"Fancy Fruit in a Fancy Pack"

Quality Apples a Specialty

MOSIER, OREGON

FRUIT LAND

In tracts of 5 to 10 acres each. Some cleared, some partly cleared; some all timbered and some planted to commercial orchards, at surprisingly low prices and on easiest terms. They are in the heart of a rapidly developing fruit section adjoining good railway town in the valley. Here is a chance to buy good land cheap. We will plant it for you if you wish. Write for particulars.

OREGON APPLE ORCHARDS CO.

432 Chamber of Commerce Building, Portland, Oregon

Eastern office, Bloomington, Illinois

Let George Do It!

is a slogan that spells defeat for any fruit grower so far as marketing goes.

"George" may be a good fellow and all that, but—you know business is business.

On a basis of results—cold dollars and cents—we invite you to compare the service we have to offer with any other.

Mind you, we didn't break into the Western fruit deal yesterday, but members of our firm and men on our staff have literally camped on the north side of snow banks in reaching certain sparsely settled valleys some years ago that are today garden spots, and what is more, people there stick to us as sales agents year after year.

We're open for accounts and quotations.

Gibson Fruit Company

CHICAGO

P. S.—We make a specialty of Western Box Apples.

FRUIT GRADER

Grade Your Apples with Mechanical Accuracy
Absolutely Without Bruising

This is impossible with hand labor, but anyone can do it with the

Schellenger Fruit Grading Machine

This is truly an age of wonders and the solving of the fruit grading problems marks a new epoch in the fruit industry.

This machine does the work of nine (9) experienced hand sorters, but with far greater accuracy and absolutely without bruising. It weighs but 150 pounds and is arranged to be run by hand or power as desired. So perfect are the details worked out that but one person is required to operate the machine and do all the color and blemish sorting, with time to spare.

This machine was demonstrated before the Utah State Horticultural Convention, held at Brigham City February 16 and 17, 1911, and received the unqualified endorsement of every grower there. The Utah State Horticultural Inspector, also Secretary of the Utah State Horticultural Society, wrote us, saying:

"I know of no single invention which could be of more practical service to the fruit grower. Your machine handles the fruit with considerable less bruising than would hand grading and does it at one-fourth the cost, to say nothing of the less space and greater convenience which the machine would give in the packing house. I do not think there is a grower in the West with over two acres of orchard who can afford to be without one."

Schellenger Fruit Grading Machine Company, (Incorporated)

AGENTS WANTED

635-637 South 4th West Street, Salt Lake City, Utah

ROGUE RIVER FRUIT AND PRODUCE ASSOCIATION, INC.

R. C. WASHBURN, President; C. E. WHISTLER, Vice-President; C. C. SCOTT, Secretary-Treasurer
K. S. MILLER, Manager

Main Office, MEDFORD, OREGON

MODERN ECONOMY CODE

TWELVE SHIPPING STATIONS

Apples { NEWTOWN, "the Autocrat of the Breakfast Table"
JONATHAN, BEN DAVIS, SPITZENBERG

Pears { BARTLETT, HOWELL, ANJOU
WINTER NELIS, BOSCH, COMICE

Rogue River Fruit { The World's Finest, Richest Flavor
Longest Keepers. Pack Guaranteed

Two Brands { "Red Triangle"
"Blue Triangle"



Dollars and Dollars and Dollars

Yes, that is what our Shrubby and Fruit Trees yield to our customers. Our Ornamental Trees and Shrubby enable our customers to inhabit the most beautiful spots on earth.

If interested, call our salesman or write us.

ALWAYS ROOM FOR ONE
MORE SALESMAN

Capital City Nursery Company

413-416 U. S. National Bank Building, SALEM, OREGON

The Cyclone Apple Packer

Saves Time, Saves Labor
Saves Expense

Price \$15.00, F. O. B. Wenatchee

Is without exception the best machine on the market in the packer line, and is a great boon to all fruit growers. This machine is patented and is built here, under the supervision of wide-awake growers.

It does not injure fruits or other products that require careful packing. A boy can do more work on this machine than a man can on any other.

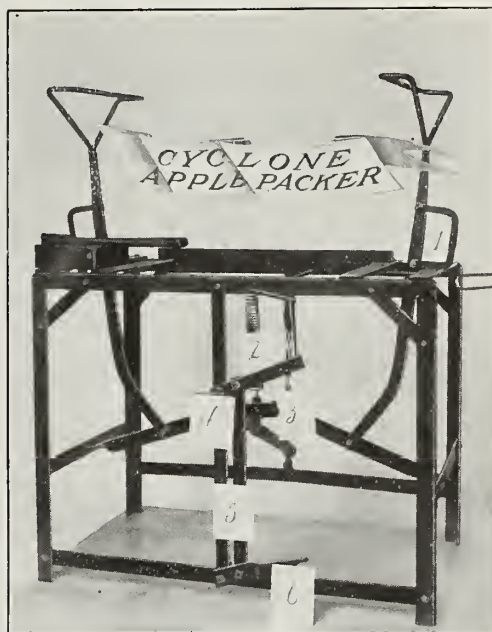
THE NEW COMPRESSION LEVER A FEATURE

This packer is designed to obviate the well known faults of other style machines. With the old style machine it is necessary for the operator to place the compression arms in position before tightening the covers. The Cyclone does away with this fault, by the operator merely pressing his foot on the compression lever, which immediately brings the arms to the proper position, besides adjusting the covers even with the ends of box. By the use of the patented friction clutch the arms can be set at any desired position, and instantly released by pressing the release lever, which brings the arms back to place.

STEEL CONSTRUCTION

The all-steel construction of this machine insures lightness and durability. The compression arms are positive in operation, by means of the guides which hold them in the slides, as is shown by Figure 1. Attention is called to wide space on the arms, which gives plenty of room for nailing and cleats. The heavy release spring, as shown by Figure 2, is sufficiently strong when released to bring all parts back to place. Figure 3 shows the connecting link, which is bolted to the connecting bars, and to these bars are bolted the compression arms, and by this attachment any unevenness in the pack is overcome and guarantees bringing the covers securely down on the box. Figure 4 shows the foot lever, which is conveniently bolted to the machine. The friction clutch (Figure 5) is so arranged that any pressure on the foot lever immediately expands the spring, and thus tightens on the lever, holding it at any desired position. Figure 6 shows the release lever, which is bolted close to the foot lever, making both easily operated with one foot. The machines are sold under a positive guarantee to give satisfaction. Try one.

The Cyclone has made good where other presses have failed. It is perfection in every detail.



The Modern Fruit Packer

WELLS & MORRIS
WENATCHEE, WASHINGTON

\$1460 IN APPLE PRIZES

and Bigger Premiums in Every
Fruit Class at the

SPOKANE INTERSTATE FAIR

October 2nd to 8th, 1911

Special \$100 Prizes for Irrigated and
Non-Irrigated Displays. Additional
Awards to More Important Varieties.

ONLY APPLE SHOW IN SPOKANE THIS YEAR

Write for Premium List to
ROBERT H. COSGROVE, Manager
SPOKANE, WASHINGTON

Grafted Walnut Trees

We do not grow regular nursery stock, but make a specialty of first-class grafted Walnut Trees. While we are growing and grafting our own trees for our 250-acre tract, we decided to grow some trees for sale.

In doing so we believe we are offering the very best trees that can be bought at any price. Vrooman Franquettes grafted on Royal Hybrid and California Black roots.

Our supply has never been equal to the demand, so if you want to be sure and have your order filled, order early.

Ferd Groner

Rose Mound Farm

HILLSBORO, OREGON

We invite inquiries from
Prospective Buyers of

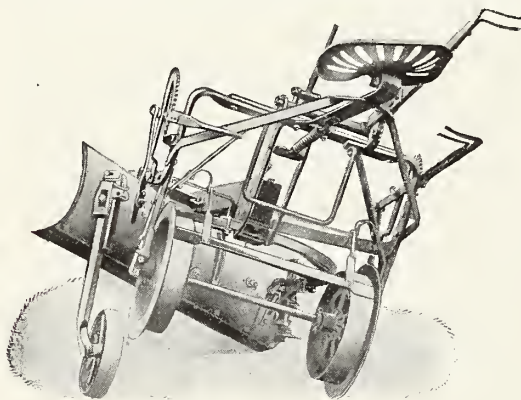
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1909—Tronson & Guthrie, Eagle Point, Oregon.

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Hood River Apple Growers' Union, Hood River, Oregon

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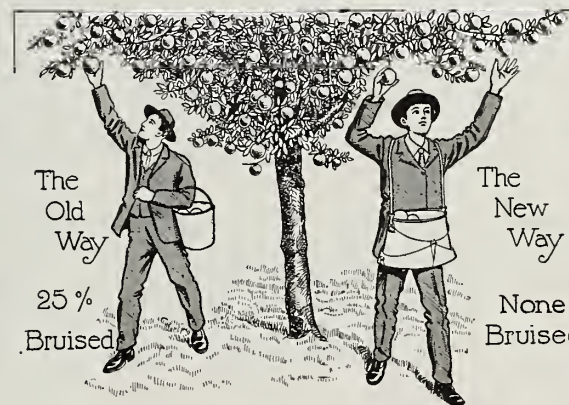
For J. H. OGBURN, Patentee, Wenatchee, Washington

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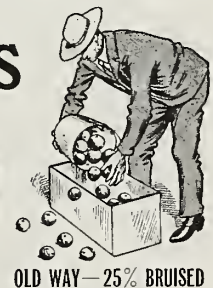
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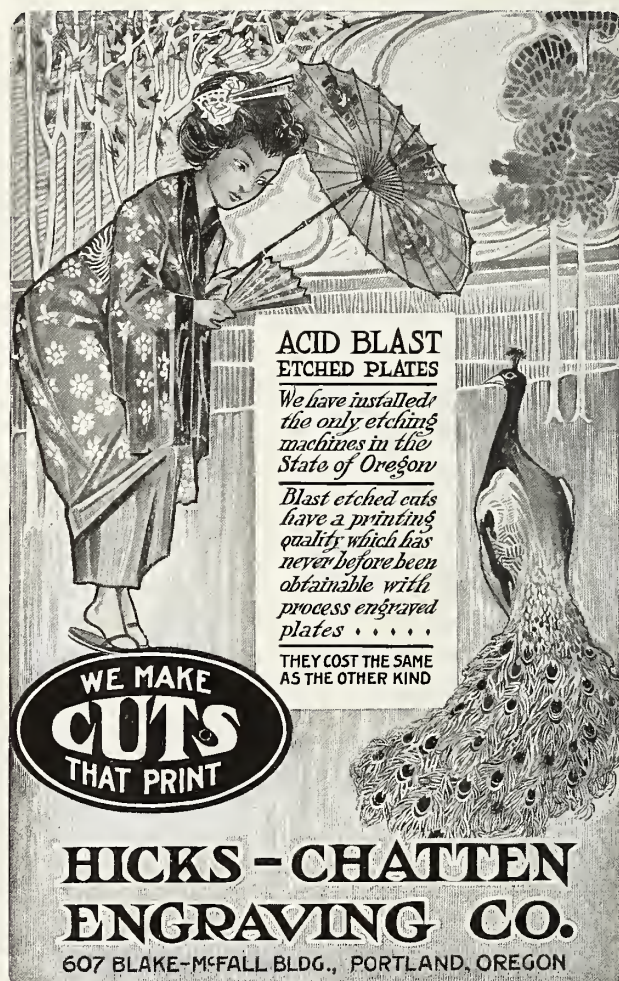
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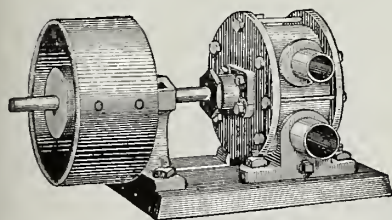
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BETTER FRUIT

AN ILLUSTRATED MAGAZINE PUBLISHED MONTHLY IN THE INTEREST OF MODERN, PROGRESSIVE FRUIT GROWING AND MARKETING

ASSOCIATIONS AND METHOD OF ORGANIZING THEM

BY E. H. SHEPARD, EDITOR "BETTER FRUIT," HOOD RIVER, OREGON

THE production and marketing of fruit are as essentially different as manufacturing and selling, and in order to do either well requires special ability. Nearly every business naturally divides itself into certain departments, and success is obtained by each department being handled by an individual both competent and able to concentrate his efforts along that line. For instance, railroads are divided into freight, passenger and operating departments with an executive in charge of each. Any large mercantile business employs a buyer and a manager of the sales department. A factory has its superintendent and a man in charge of the sales, recognizing the importance, in fact the necessity, of separating the producing force from the selling force. I cannot see where the fruit industry is different, and I believe I can make the assertion without fear of successful contradiction that growing fruit is an industry and selling fruit a business; each should have a head and be operated separately. I feel positive that every grower who has a large orchard, or a small one with diversified products, will admit that the farm in either case requires practically all of his time.

For a manager to successfully market fruit, it is necessary to know daily by wire the condition of every market where he is doing business, or may do business. It is important to know just what varieties are wanted in every city, and in addition essential to be posted from what districts each particular market is supplied, and also when that district begins shipping, the extent of the supply and the end of its season. In addition to all this it is equally necessary to be familiar with the standing of each firm you are either dealing with or expect to deal with. This word "standing," in this particular sense, is rather a broad one, and means that you must know a firm's financial standing and their ability to pay. Their popularity with their trade is also significant, as well as their equipment to do business, and, above all, perhaps the most important requisite is intimate knowledge about a firm's policy on reporting off condition of fruit and rejecting cars.

It has been my personal experience that this volume of necessary information is so large, the time in acquiring it so great and the expense so heavy that I frankly say to you that the average orchardist, under ordinary conditions, can neither spare the time to do it properly nor afford the expense. The facts as stated so far seem to me sufficiently plain to convince any unprejudiced mind

of the necessity of associations. However, as an additional clincher on the argument, I want to call your attention to the methods necessarily employed by individuals, or in vogue in districts without associations, and then draw a comparison, that you may form your own conclusions. In such cases a grower must adopt one of two plans in disposing of his fruit—he must either consign (and if he does it must be at random) or he must sell to local or visiting buyers, without being properly posted, consequently there can be but little certainty of securing results that can be obtained through an association that is properly

deduced from facts founded on actual operation and experience. If my observations and deductions are correct, and I believe they are, I sincerely hope you will realize the necessity of associations, for I firmly believe the association plan is the sure method for the grower to secure better prices for this fruit. I feel the local buyers are entitled to a proper consideration. It is not my intention to have you conclude by inference in the presentation of the necessity for organization that private firms are a menace to the orchard industry. I am willing to admit that localities exist where perhaps an association would do well to equal the prices paid by individual concerns. In addition to this, it is only fair in recognition of the fact that competition is the life of trade to say that where a district contains both an association and a local operator such a condition will probably have a tendency to stimulate an eagerness in each to so conduct their business as to obtain and pay growers better prices. The existence of a competitive firm will be conducive in making "the manager" hustle, because unfavorable comparisons are certainly odious. Consequently I can see no reason why such a combination would not be both stimulative and protective. Each, where both are conducted legitimately and fairly, would afford protection against the other, and be more or less comforting in the way of assurance to the grower. But if you can support but one, be sure that one is the association.

The primary object of business is to make money, and usually to make as much money as possible on the capital invested. Any firm or corporation that is not mutual engages in business for this purpose, and we must admit the legitimacy of this purpose. The object of a growers' association, organized properly (the basic principles of organization will have consideration a little later on), is just the same as a firm in two particulars, to sell for the best possible price and conduct the business as economically as possible. In a word, make as much money as possible. The aim of the firm is to make money for itself, and as much as possible. The primary object of the association is to make as much as possible, not for itself, but for its members. This is the essential and important difference. When properly conducted and managed, the expense should be practically the same, and both should be able to realize nearly the same prices. The firm pays what it receives less the expense and profit for itself; the association pays all it receives less the expense only. If you want this

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posted and ably managed. There is an additional uncertainty as to what returns he will receive, and when, and a possibility of one of those "red ink account sales," which you have probably heard about. Another unfavorable condition frequently arises in the absence of an association that works to the disadvantage of the abler, business-like orchardists, when the smart buyer shrewdly makes his first deal with the uninformed or weak-kneed grower, and closes at a figure below the average market price, establishing a low figure which he uses as a precedent and lever to influence other growers to accept the same. I think every one realizes how difficult it is to secure a certain price when actual sales have been made at lower figures. You know how difficult it is to sell at a dollar when someone else has quoted or sold at ninety cents.

In concluding the first chapter on the necessity of associations, I beg leave to advise you that my argument is not based on theory, but, in my opinion,



WOMEN'S REST COTTAGE, OREGON STATE FAIR, SALEM, SEPTEMBER 11-16, 1911

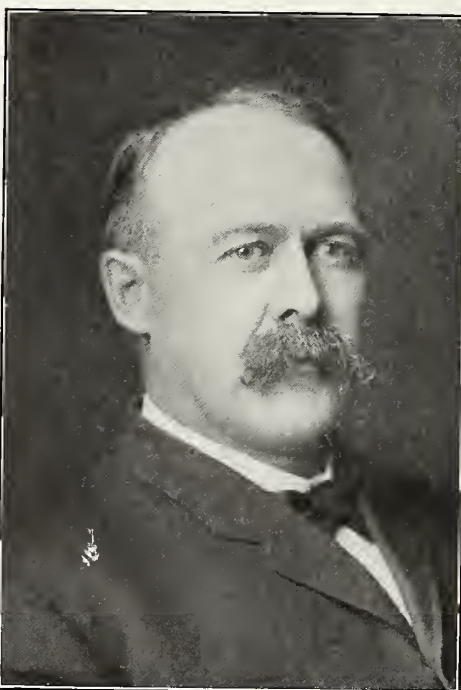
profit, if you need it or can use it in your business, organize an association and get it. If you don't want it or can't use it, be content with your present method and in your idle hours, resulting from a lack of prosperity and progress.

The association can buy wholesale in carloads boxes, spray material, paper and many other orchard supplies, which can be sold the growers at wholesale prices plus the actual cost of handling, and the actual saving to the grower by this plan is no small item.

Lastly, in speaking of benefits, I want to call your attention to the advantages arising through an association office. The Hood River Association's office has evolved, so to speak, into a commercial fruit growers' club, which has developed into a bureau of information on fruit topics and methods. In the association office the growers are always welcome. Every experimental station bulletin pertaining to fruit is received and every horticultural paper of value taken. The office force is composed of able and experienced men. In this office you can ascertain the formula for any spray, or learn the effectiveness of any brand of spray, or be advised of its efficiency. You can be posted on the market or learn about the best varieties to grow commercially. Every newcomer finds the latch string out, and old growers congregate in dozens almost daily for friendly and advisory discussion. Anyone in the office can tell you the tool or implement generally considered best for a certain purpose, where to get it and the price. In addition to all this, the office is a publicity bureau, a development league, so to speak, for every letter is promptly and fully answered, giving full informa-

tion on subjects of inquiry. Such are some of the benefits resulting from an association properly managed, which should again impress upon you the value arising from organization, and in addition convey some valuable suggestions of what an association should be.

For the benefit of those who may be contemplating organization, and as a suggestion for possible improvement of existing associations, I desire to call



JUDGE FREMONT WOOD
President Idaho State Horticultural Society
as well as the Boise Valley Fruit Growers'
Association, Boise, Idaho

attention to a few principles involved in proper organization. In the first place, it is a matter of business to make your associations just as strong as possible. The proper selection of your board of directors carries conviction of proper management. Your directors should be successful growers, men of good business ability, popular and recognized as giving every man a square deal. In addition to this, they should be selected so as to represent every locality of the district.

Every association should be organized on the co-operative plan. All the money received should be paid out to each grower in accordance with the price realized for the grade and variety of fruit as marketed in proportion to the number of packages. If this is done each grower will get the full profits in a just proportion to his variety, grade and quantity, that is, the full price realized less the actual expenses. This is not only just, but should be the basic principle in every fruit growers' association. Stock, if possible, should all be subscribed for by growers. Experience has demonstrated the actual necessity of one other principle that must under no circumstances be overlooked in the organization of a fruit growers' association. That is the necessary contract binding each grower's crop annually to the association, or incorporating so that your membership, according to your by-laws, will bind the crop. While the California court sustained the latter as valid, I prefer the contract. Without this it is only a question of time when the association will flounder. Without a contract your association will never know what predicament it may be in tomorrow.

Without a contract you cannot make a bona fide sale. In fact without it you really have nothing to offer for sale, and, therefore, are in no position to do business. Of course, you may run without contracts for several years, but when the time comes and your association has made sale of the entire crop of any variety of its members, and an advance in price occurs, you can make a ten to one bet that some growers, in their eagerness to get the extra price, will forget their duty to their organization and jump the game. This grower's contract is one of the most important basic principles in the organization of the association. It is the corner stone of foundations, the keystone of association structure. So whatever you do, don't omit it. All growers should be required to sign contracts in advance of each season, and not be permitted to do so after an agreed date.

Your manager, as a matter of business, should treat every grower fairly and squarely, without prejudice or favor. Ability, experience, diplomacy, firmness, and a knowledge of fruits and markets are essential business requirements. Your manager must make it his business to put into action such a system of grading, packing and inspection as will enable him to secure a uniform grade on every carload, so that he can guarantee every box in the car, and additionally guarantee that every box is as good on the bottom as it is in the middle, and as good in the middle as it is on top. Arrangements along this line must be perfect if success is expected. The manager must be expected to select his assistants if you expect to hold him responsible for their work and to give you results. Finally, when we have a good association in every district, we can organize one grand association, com-

posed of the managers from district associations, which can create a harmonious policy that will not only be for the good of all, but a power in the land.

I have for years in succession delivered addresses at the Northwestern Fruit Growers' meetings and at various state meetings pertaining to the importance of associations. "Better Fruit" took up the work of promoting associations, and has kept at it persistently from the initial number. That good work has been done, and that success is crowning the efforts of "Better Fruit" to put the growers in the way of realizing better prices through better work and associations is evidenced by the large number of letters we are receiving for general information along this line. A board of directors able to frame up a constitution and set of by-laws and contracts should meet all requirements. Do your work well, and, remember, if you make mistakes they can be rectified. You can amend your constitution, and don't assume everybody will be satisfied. There are kickers in every community. You can't get all the growers, but try to get the best, and as many of them as possible, and then go ahead. Don't forget it is not all clear sailing. Inexperience will cause errors in judgment in marketing and in various ways; therefore, be patient with your directors. Stick together, pull together, keep your association going, and each year you will improve and grow stronger, and just as fast as you do this in the same proportion you will get better prices and realize handsomer profits.

For the guidance of those of our readers who may be interested in the forming of associations we incorporate with this article the articles of incorporation, constitution and by-laws, and contract

forms of some of the leading fruit growers' associations:

Hood River Apple Growers' Union:

Article I.—The name, place of business, capital stock and purposes of this corporation are set forth in the articles of incorporation, which are referred to as part of these by-laws.

Article II.—The membership of this corporation shall be confined to actual growers of fruit of Hood River Valley and vicinity.

Article III.—The board of directors shall consist of nine members, four of whom shall hold office for more than one year. They shall be elected annually and shall serve until their successors are elected and qualified. They shall qualify as directors within ten days after their election, and within ten days thereafter they shall elect from their number a president, vice-president and secretary. They shall also choose a treasurer, who shall be required to give bonds, with surety in such sums as they may deem ample. They may choose a bank as treasurer without bonds. The annual meeting shall be held on the first Saturday in April in each year.

Article IV.—The directors shall have power to levy and collect assessments on the capital stock not to exceed fifty per centum of the stock subscribed at any one time, and not oftener than every sixty days; the same to become delinquent in thirty days from date of notice of such assessment in the local newspaper. The directors shall sell shares of stock to actual fruit growers only.

Article V.—The directors shall employ such agents or other employees as are necessary to do the business of the corporation, and shall fix their remuneration; provided, that the board of directors shall receive no salary for acting as directors. They shall have daily account sales rendered to the members of the union each day, as received by them or their agent, giving a statement by whom sold, gross sales, commission, freight or express, and amount due members of the union; also giving condition of fruit, if there be any complaint.

Article VI.—The directors may refuse to receive for shipment, under the brand of the union, any package of fruit not considered prime from any cause. They shall refuse to receive for shipment fruit from any person not holding stock.

Article VII.—This organization, through its board of directors, shall have the exclusive and unqualified power to market all apples grown by any of its members. A contract between each member and the board will be required.

Article VIII.—The duties of the secretary shall be to keep a record of the proceedings of the meetings of the stockholders and directors. He shall keep the corporate seal of the association and shall be custodian of all deeds, articles of agreement and other valuable instruments of writing belonging to the association. He shall keep all books of the issuance and transfer of stock, and shall countersign all certificates of stock and affix the seal of the board of directors and stockholders, and shall keep, or cause to be kept, all books of account necessary to the transaction of the gen-



WAREHOUSE, COLD STORAGE AND ICE PLANT OF THE DAVIDSON FRUIT COMPANY, HOOD RIVER, OREGON

eral business of the association. The manager of the union shall be placed on a flat salary.

Article IX.—The board of directors shall provide the necessary means for carrying out the purposes for which the association is formed by reasonable charges and commissions for the service rendered by the association to its members and customers.

Article X.—The duties of the treasurer shall be to receive all moneys due or paid to the association and deposit the same as the directors may instruct; to pay out said funds upon the written order or check of the president, first vice-president or general manager, when countersigned by the secretary.

Article XI.—All notes or other evidence of indebtedness of the association shall be signed by the president and countersigned by the secretary of the board of directors.

Article XII.—The president shall instruct the secretary to call a meeting of the stockholders whenever in his judgment the necessities of the union require it, by giving one week's notice through the local newspaper and send each a notice on a postal card.

Article XIII.—No union label shall be placed on a box of fruit except by the manager of the warehouse just before shipping.

Article XIV.—Each packer will be held responsible for his own work by a system of fines. No fruit will be received unless put up by a packer employed by the union.

Article XV.—The union will have no packing house foreman, except those employed by the union.

Article XVI.—A majority of the stock subscribed, upon which all legal calls or assessments have been paid in full, shall constitute a quorum at any stockholders' meeting, and no vote shall be counted which is not represented by one share of the stock upon which all calls or assessments have been paid.

Article XVII.—These by-laws may be amended by vote of the majority of the stock upon which all calls or assessments have been paid, at any regular or called meeting; provided, that notice to amend the by-laws shall have been given in the call for a special meeting.

Article XVIII.—Any member desiring to dissolve his connection with this corporation may do so by surrendering his stock to the secretary thereof or by transferring it to any member in good standing on the secretary's books.

Contract.—In consideration of the terms of this agreement, made and entered into this day of 191.... I, hereby bargain and sell to the Hood River Apple Growers' Union, my entire crop of merchantable apples of every grade and every variety for the year 191.... The said terms being as follows: All fruit shall be graded and packed under the supervision of the Hood River Apple Growers' Union, at the expense of the grower, and delivered by him at the warehouse of said union in the City of Hood River, Oregon, at such time as may be designated by said purchaser, who shall give notice to the grower for such delivery. In further consideration of this agreement the said Hood River Apple Growers' Union has this day paid said the sum of \$..... the receipt whereof is hereby acknowledged. And in further consideration of this contract, said Hood River Apple Growers' Union agrees to pay the



WAREHOUSE WENATCHEE FRUIT GROWERS' ASSOCIATION, WENATCHEE, WASHINGTON

balance of the market price obtained by it (less a box for handling) to the grower within days after the delivery of fruit as aforesaid.

In witness whereof, we have hereunto set our hands in duplicate this day of 191.... (Signed in duplicate and witnessed.)

Articles of incorporation of Wenatchee Valley Fruit Growers' Association:

Know all men by these presents, that we, the undersigned, citizens of the United States of America, and residents of the State of Washington, being desirous of forming a company for the purposes hereinafter specified, do hereby make and subscribe the following written articles of incorporation in triplicate, as follows:

Article I.—The name of this corporation shall be The Wenatchee Valley Fruit Growers' Association.

Article II.—The objects for which this corporation is formed, are and shall be: First—To own, buy, sell, handle, deal in, grow, cultivate, improve and raise all kinds of fruit, vegetables, garden and field products of every kind and description. Second—To own, buy and acquire by gift, purchase or otherwise, real estate; to sell, mortgage and hypothecate, or to rent and lease the same for profit. Third—To erect buildings thereon, warehouse and any and all other buildings desired by said corporation, either for use in carrying out the purposes of the corporation, or to sell, lease, let, rent or otherwise handle for profit. Fourth—To plant and cultivate, either for their own profit and use, or for others, orchards and vineyards. Fifth—To manufacture, buy, sell and deal in fruit boxes, crates, baskets, and any and all articles used in the packing, shipping or handling of the fruit, vegetables and other farm products. Sixth—To buy, sell, handle and deal in spraying machinery and material used in the spraying of fruit trees, vegetables and other farm products. Seventh—To buy, sell and handle all kinds of farm, orchard and garden machinery, tools, materials, seeds and appliances of every kind. Eighth—To ship and transport on commission or for profit, at a per cent, all kinds of fruit, vegetables and farm products. Ninth—To establish and arrange for, and locate purchasing agencies, offices and distributing points anywhere in the United States that they may desire. Tenth—To do any and all things necessary or incident to the carrying out of the business of said corporation, as herein expressed in all of its branches, and for its best interests, as may appear to its board of trustees, either now or in the future, in the same manner and to the same extent as any person, firm, association or corporation is authorized by law to do.

Article III.—The amount of capital stock of this corporation shall be fifteen thousand (\$15,000) dollars, divided into fifteen hundred (1500) shares of the par value of ten (\$10) dollars each.

Article IV.—The number of trustees of this corporation shall be seven (7), but at any regular meeting of the stockholders of the corporation the number of trustees may, by the by-laws of the corporation, be increased or diminished to any number not inconsistent with the laws of the State of Washington, and the names of the trustees who shall manage the concerns of the corporation until the day of 191...., and until their successors are elected and qualified are:

Article V.—The time of the existence of this corporation shall be fifty (50) years.

Article VI.—The principal place of business of this corporation shall be at Wenatchee, Chelan County, Washington, but said corporation may keep and maintain offices in any other place which it may desire to transact business.

By-laws of the Wenatchee Valley Fruit Growers' Association:

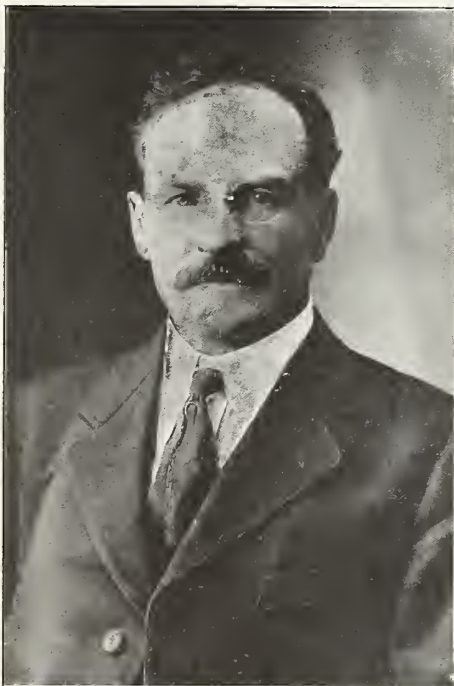
The following are and shall be the by-laws of the Wenatchee Valley Fruit Growers' Association, and the corporation shall be governed thereby in all of its transactions which are applicable thereto not inconsistent with the articles of incorporation of the company:

Article I.—The corporate power of this corporation shall be vested in a board of seven (7) trustees, two of whom shall reside at Wenatchee, one at Cashmere, one at Monitor, one at Entiat, one at Orondo and one at Malaga, and who at the time of their election and during the whole period of their incumbency shall each be a stockholder of this corporation.

Article II.—The officers of this corporation shall be a president, vice-president, secretary and treasurer, which officers shall be elected by and hold their respective offices at the pleasure of the board of trustees.

Article III.—All vacancies in the board of trustees shall be filled by the other trustees in office, and the person or persons so selected to fill such vacancies shall hold their office or offices until the next regular annual meeting of the stockholders of the company.

Article IV.—First—The trustees shall have the power to call special meetings of the stockholders when deemed necessary, and they shall call a meeting at any time upon the written request of the stockholders holding one-third of all the capital stock. Second—To appoint and remove, at pleasure, all officers, agents and employees of this corporation, prescribe their duties, fix their compensation and require of them security for faithful performance of their duty, if thought necessary. Third—To conduct, control and manage the affairs and business of the corporation, and to make rules and regulations not inconsistent with the laws of the State of Washington or the articles of incorporation of the company, for the guidance of the



C. H. SPROAT

Manager Apple Growers' Union, Hood River, Oregon
Also Apple King of the National Apple Show
Spokane, Washington, 1910



SENATOR W. H. PAULHAMUS
Manager Puyallup and Sumner Fruit Growers' Association

officers, agents and employees, and the management of its affairs. Fourth—To incur indebtedness, the terms and amounts of which shall be entered in the minutes of the board of trustees, and notes or obligations given therefor and countersigned by the secretary, and shall be binding upon the corporation. Fourth—To designate, by resolutions passed by a majority of the whole board, a certain number of its members to constitute an executive committee, which executive committee shall have such power, duties and authority as may be expressly designated in the resolution appointing such committee.

Article V.—First—It shall be the duty of the trustees to cause to be kept a complete record of all their meetings and acts, and of the proceedings of the board, and to present a full statement at the regular annual meeting of the stockholders, showing in detail the assets and liabilities of the corporation, and in general the condition of its affairs. A similar statement shall be presented at any other meeting of the stockholders, when thereto required, more than three days before said meeting, in writing, signed by persons holding more than one-half of the stock of the corporation actually issued. Second—To declare dividends out of the surplus profits, if any there be, when such profits shall, in the opinion of the trustees, warrant dividends being paid to the stockholders; provided, that such dividends shall not exceed eight per cent per annum. Third—To supervise all officers, agents and employees of the corporation and see that their duties are properly performed. Fourth—To cause to be issued to the stockholders, in the proportion of their several interests, certificates of stock, not to exceed in the aggregate fifteen thousand (\$15,000) dollars. Fifth—To meet immediately after the adjournment of the annual meeting of the stockholders and elect a president, vice-president, secretary and treasurer, and said president and vice-president shall be from their own number. The above mentioned officers shall hold their respective offices at the pleasure of the board of trustees, and shall receive such compensation only as has been fixed by the board of trustees, or as may be fixed and determined from time to time by said board.

Article VI.—First—It shall be the duty of the president to preside over all meetings of the stockholders and trustees. Second—He shall sign all certificates of stock, and all contracts and other instruments of writing, and every order upon the treasurer for the paying out of any of the corporation funds whatever. Third—He shall call the trustees together whenever he deems it necessary, and shall have, subject to the advice of the trustees, the general supervision and management of the affairs of the corporation, and shall discharge such other duties as generally devolve upon the president. Vice-President—It shall be the duty of the vice-president to perform all the duties of the president during his absence or inability to act, and in case the president and vice-president shall from any cause be unable to act, the board of trustees shall appoint from their number some person to act as president pro tempore, whose duties shall be to perform the functions of the president during such temporary disability. Secretary—It shall be the duty of the secretary to keep an accurate account of the proceedings of the board of trustees and stockholders; to keep the corporation seal and books of the corporation, fill and



C. W. WILMEROTH
Western representative for Eastern and European
fruit dealers
102 Third Street, Portland, Oregon

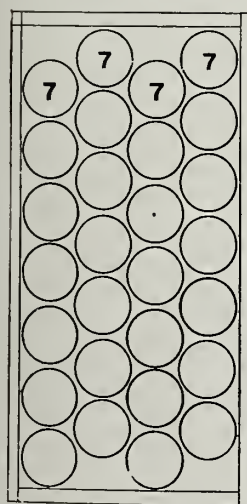
countersign all certificates of stock issued, and make the corresponding entry in the margin or stub of the stock book on such issuance, and he shall affix the corporate seal to all papers requiring the same. He shall draw all orders on the treasurer for paying out of the corporate funds, and discharge such other and further duties as pertain to his office. Treasurer—It shall be the duty of the treasurer to receive and account for all funds of the corporation and to pay them out only on the order of the secretary, signed by the president, and he shall give a good and sufficient bond to cover the amount of all money he may hold, and at each annual meeting of the stockholders he shall submit for their information a complete statement of his accounts for the past year, with proper vouchers therefor, and he will discharge such other and further duties as pertain to his office.

Article VII.—First—The annual meeting of the stockholders shall be held at Wenatchee, in Chelan County, Washington, on the last Saturday of March of each year, at ten o'clock in the forenoon of that day, at which time the trustees are to be elected, and any and all business pertaining to the

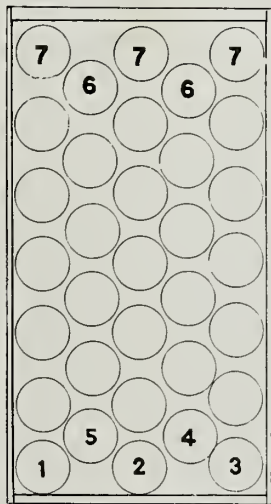
corporation may be transacted. Second—Special meetings of the stockholders may be called by the president at any time and for any purpose, when in his judgment the interests of the corporation may demand it, upon giving notice thereof as herein provided for, and the president shall call a meeting of the stockholders whenever required to do so, by a petition of persons holding more than one-half of all the paid up capital stock of the corporation, in manner and form as herein provided. Third—It shall be necessary that a majority of the said paid up stock be represented in order to constitute a quorum for the transaction of business in any stockholders' meeting. Trustees' Meeting—The board of trustees shall immediately upon their election, after the adjournment of the annual meeting of the stockholders, hold a meeting at the same place for the purpose of electing other officers of the corporation, and shall hold such other and further meetings as to them may seem necessary, upon giving notice as provided for in these by-laws, and at all trustees' meetings it shall only be necessary to have a majority vote of the trustees to decide all questions coming before them.

Article VIII.—First—Notice of the annual meeting of the stockholders of the corporation shall be given by publication for two successive issues in some weekly newspaper printed in the City of Wenatchee, at least ten days before the day of such meeting. Second—Notice of special meetings of the stockholders shall be given by mailing a copy thereof to the last known address of each stockholder at least ten days before the time designated for such meeting. Third—All notices herein provided for shall state the time and place of such meetings, and the object and purpose of the meeting, and no business shall be transacted at any special meeting that is not fully set out in the notice; provided, however, that any and all business may be done at the annual meeting, except the changing of the articles of incorporation or these by-laws, which can only be done upon giving notice as provided for in special meetings. Fourth—Meetings of the board of trustees may be called at any time by the president and secretary, as follows: Notice thereof shall be signed by the president and secretary, and personally served upon each of the members of the board, at least twenty-four hours before the time of such meeting, if the whereabouts of the members of the board are known to the president and secretary, and if not, then by mailing a copy thereof to the last known address of each trustee, at least three days prior to said meeting, which notice shall state the time and place of meeting of said board of trustees, and shall be signed by the president and secretary, or by some person acting for and in their stead during their absence or inability to act, and any business transacted by any or all the trustees, outside of a regular meeting called as provided for in these by-laws, shall be invalid and illegal, unless the same shall be ratified at the next regular meeting of the board of trustees by a majority vote thereof.

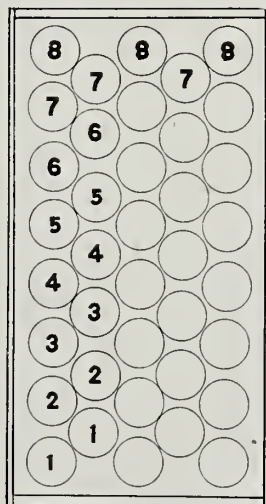
Article IX.—First—At all meetings of the stockholders each stockholder, either by person or by proxy, shall be entitled to one vote for each share of stock he owns; provided, however, that no stockholder shall be allowed more than five (5) votes, disregarding the number of shares he may own above five, or if a person be voting by proxy, such proxy must be in writing and filed with the



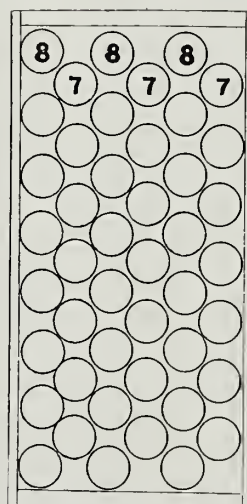
56—EXTRA FANCY
2-2 (7-7) PACK



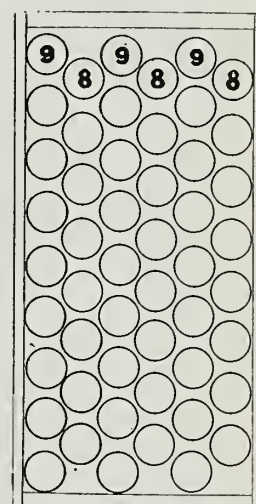
65—EXTRA FANCY
3-2 (7-6) PACK



75—FANCY
3-2 (8-7) PACK



90—CHOICE
3-3 (8-7) PACK



102—3-3 (9-8) PACK

INSTRUCTIONS FOR PEACH PACKING, BY THE ASHLAND FRUIT AND PRODUCE ASSOCIATION, ASHLAND, OREGON

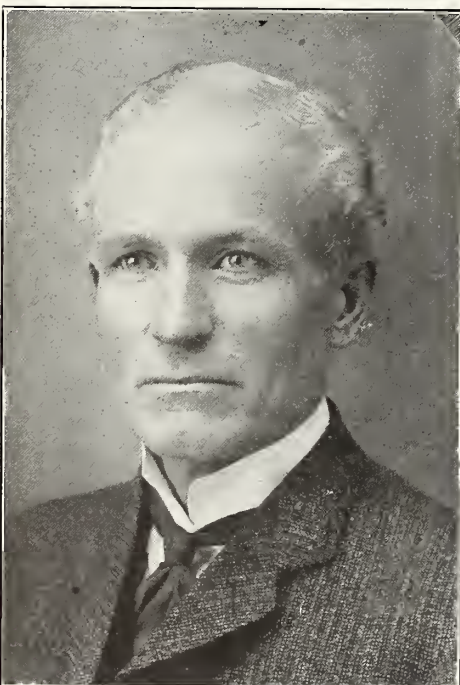
Different varieties must be picked at different stages of ripeness; the weather conditions will modify the time to some extent of even one variety. The green peach is neither a good shipper nor a good keeper. The peach should be "just ripe." Pick with the hands, not with the fingers. Not a mark should be found on even the ripest peach. There should be no pouring from basket to box; should be handled like eggs. The packing table should be in a well lighted and well ventilated part of the room. Each packer has before her room for two boxes, usually running two grades at a time; the end farthest away raised about six inches. For wrapping paper use 8x8 duplex, plain white. Packed boxes should be placed on benches behind the packer until nailed and placed on piles. The boxes should be 11 inches wide, 19 1/4 inches long, and either 4 1/2 or 5 inches deep. "Never pack a peach when warm." All fruit should be hauled on spring wagons, carefully covered to protect from dust. The following points are of value: Thin fruit on the trees so as to produce the best grade of peaches. Take greatest care in picking. Get the peach at the right stage of ripeness and pack carefully. Make the pack uniform, so that one box will be as good as another. All peaches must be sound, free from blemish or fungus, and well matured. Pack must be tight, and up to but not above end of box. Grower's name and grade of fruit must be placed on each box.



FRENCH MARKET, NEW ORLEANS, LOUISIANA—SCENE IN THE FRUIT AND PRODUCE SECTION OF THE GREATEST CITY OF THE SOUTH

secretary at least one hour before time for the convening of such meeting, and shall be given for one meeting only. All ballots cast at the election of trustees shall have written thereon the names of the persons selected by the voter, the number of votes cast, or intended to be cast, for each person, and the name of the owner of the shares of stock voted thereby, and the name of the proxy, if voting by proxy. Second—A committee shall be appointed by the stockholders present to receive the ballots, who in connection with the secretary shall count the ballots and report the results to the president, who shall make the necessary announcement, and upon such announcement being made, shall declare the persons receiving the greatest number of votes elected trustees of this corporation, and such declaration shall be entered upon the minutes of the meeting. Voting by Proxy—The stockholder who desires to exercise his right to vote his stock by proxy must furnish his attorney or agent with written authority to act for him, so as to assure the corporation that the attorney or agent is acting by authority of the principal. Such authority or proxy shall be presented to and filed with the secretary of the corporation, and shall remain upon file with the secretary.

Article X.—The books and papers of this corporation shall be in the custody of the secretary, and shall be open for inspection at all times during the business hours of all days except legal holidays.



W. N. IRISH

President Yakima County Horticultural Union
North Yakima, Washington

Article XI.—These by-laws may be altered or amended at any regular meeting of the stockholders called for that purpose, upon due notice first having been given by a majority vote of the stockholders present at such meeting.

Article XII.—These by-laws shall be in force and effect after they have been approved by the board of trustees, and shall be the governing and controlling authority for the proceedings of the board until they shall be modified, amended or changed at a regular meeting of the stockholders of the corporation, called for that purpose, upon due notice being given as required herein.

Contract—For and in consideration of the sum of \$..... to me in hand paid, and the further consideration of the benefits and the services to be performed, I,, do hereby sell and agree to deliver to the Wenatchee Valley Fruit Growers' Association all my crops of fruits, vegetables and other products, the approximate list of which appears below: that all of such fruits and other products shall be gathered, packed and delivered at shipping point, at the time designated and under the supervision of said association (except that apples, which shall be delivered at the option of the grower). That the said Wenatchee Valley Fruit Growers' Association agrees to provide transportation and dispose of and market such products to the best advantage possible, and shall pay the said all moneys received from the sale of such products, less the expense of handling, selling, etc.

Such expense shall be determined by the trustees of said association; and it is also agreed that the trustees shall have the right to hold out not to exceed one per cent of the net proceeds of such sales to cover repairs, improvements, interest, etc.; and the said association agrees to issue stock to cover said amount to the said interest may appear.

(Signed in duplicate.)

Articles of incorporation of Yakima County Horticultural Union:

Know all men by these presents, that we, the undersigned, have this day voluntarily associated ourselves together for the purpose of forming a corporation under the laws of the State of Washington. And we hereby certify:

I. That the name of said corporation shall be the "Yakima County Horticultural Union."

II. That the purposes for which it is formed are: To promote the interest of producers of fruits and other food products of Central Washington, by collecting and disseminating information and statistics bearing upon the preparation and marketing of said products; to establish uniformity in methods of grading and packing, and to develop markets. To own real estate and personal property in its own name; to acquire by deed, gift, will, grant* or otherwise, lands, tenements and hereditaments, and to sell, assign, transfer, mortgage and encumber the same; to build warehouses and other buildings, and operate the same; to borrow money; to loan and make advances of the same upon products in possession or under the control of the corporation, and to promote the formation of local co-operative associations to affiliate with this corporation, and to assist in establishing their credit. To purchase fruits, produce and other food products; to carry on a retail and wholesale shipping business in fruits and other food products; to buy and sell the same; to purchase for the different local associations all supplies used in preparing, raising and marketing said fruit and food products; to lease, purchase or obtain such real or personal property as may be necessary in the transaction of the business of the corporation, and to sell or otherwise exchange or dispose of

the same as the corporation may deem proper, or to its interests. To receive, store and market, for itself and for its different connections and customers, all fruits and other products intrusted to the corporation for the purpose, on such terms as the board of trustees shall prescribe.

III. That the place where the principal business of said corporation is to be transacted, and its principal office is to be at North Yakima, Yakima County, Washington.

IV. That the capital stock of said corporation shall be five thousand dollars (\$5,000), divided into five hundred (500) shares of the par value of ten dollars (\$10) dollars each. That all of said stock has been subscribed for and paid up.

V. That the term for which said corporation is to exist is fifty years (50) years from and after the date of its formation.

VI. That the number of trustees of said corporation shall be three, and that the names and residences of the trustees who are selected for the first six months to serve until the election and qualification of such officers are as follows, to-wit: A. F. Snelling, L. B. Kinyon and Orlando Beck, North Yakima, Washington.

Amended articles of Incorporation:

Know all men by these presents, that we, M. N. Richards, president, and William N. Irish, secretary of the Yakima County Horticultural Union, a corporation, do hereby certify as follows: That at the regular meeting of the stockholders of said corporation, which was held in the City of North Yakima, Washington, on January 13, 1906, pursuant to the by-laws of the corporation, and notice duly given thereunder, at which said meeting there was more than two-thirds of the capital stock of said corporation duly represented and participating in the person of its holder or by proxy duly given and filed with the secretary in accordance with the by-laws, and by unanimous vote of all of said stock so represented, to-wit: By vote of three hundred seventy-six (376) shares of the capital stock of the corporation so represented and participating; and also at a special meeting of the board of trustees of said corporation, duly called and held for that purpose in accordance with the by-laws of the corporation, on January 13, 1906, at which meeting was present each and all of the trustees of said corporation, and by unanimous vote of all of the trustees of said corporation, Article VI of the articles of incorporation of said corporation, heretofore filed in the office of the secretary of the State of Washington, on April 1, 1903, and in the office of the auditor of Yakima County, Washington, on March 30, 1903, was amended so that said Article VI should read as follows, to-wit "Article VI.—The number of trustees of this corporation shall be seven (7), and the full board of trustees shall be elected by the stockholders at their annual stockholders' meeting in each year, including the year 1906." And we do further certify the foregoing to be true and correct wording and substance as the said Article VI of the articles of incorporation of the corporation was amended at said stockholders' meeting and trustees' meeting aforesaid.

In witness whereof, we have executed this certificate in triplicate on behalf of said corporation, and in its name and under its seal, by authority of a resolution of the stockholders and of the board of trustees of said corporation, heretofore duly enacted and passed on this 18th day of January, 1906.

YAKIMA COUNTY HORTICULTURAL UNION, by M. N. Richards, President.

(Corporation Seal.)

Attest: William N. Irish, Secretary.

Amended by-laws of the Yakima County Horticultural Union:

Article I.—Section 1. This organization shall be known as the "Yakima County Horticultural Union." Sec. 2. The headquarters and principal place of business shall be located at North Yakima, Washington.

Article II.—Section 1. The corporate powers of the corporation shall be exercised by a board of seven trustees, each of whom shall be a stockholder. Sec. 2. The full board of trustees shall be elected by the stockholders at the annual meeting of each year. Sec. 3. The trustees shall, forthwith upon their election, qualify by taking oath as required by law, and elect officers, and they shall hold office for one year, and until their successors are elected and qualified. Sec. 4. Vacancies on the board of trustees shall be filled by appointment by the remaining trustees, and the person so appointed shall qualify forthwith and hold office until the next annual meeting of the stockholders. Sec. 5. In case an annual stockholders' meeting is not held, or if held, in case a board of trustees shall not be elected for the ensuing year, such trustees may be elected at a special stockholders' meeting called for that purpose at any time upon notice as hereinafter provided for a special stockholders' meeting, and the trustees so elected shall qualify forthwith and hold office until the next annual meeting of the stockholders. Sec. 6. The board of trustees shall have power: a. To call special meetings of the stockholders. b. To appoint and remove at pleasure all subordinate officers, agents and employees of the corporation, prescribe their duties, fix their compensation and require from them security for faithful service. c. To conduct, control and manage the business and affairs of the corporation, and to make rules and regulations not inconsistent with the by-laws or the laws of the



FRUIT AND VEGETABLE MARKET AT LOS ANGELES, CALIFORNIA
Surrounding this is the wholesale fruit and produce district

State of Washington, for the guidance of the officers, agents and employees of the corporation, and for the management of its business. d. To authorize the expenditure of moneys and funds of the corporation for the purpose of carrying on its business and the protection of its property and rights. e. To incur indebtedness on behalf of the corporation for the purpose of carrying on its business or for the protection of its property and rights. The terms and amount of such indebtedness and the purpose for which it is created shall be entered on the minutes of the board; and any note or obligation given for the same, signed officially by the president and secretary under authority of the board, shall be binding on the corporation. f. To designate depositories for the funds of the corporation; to require security from any officer of the corporation for the faithful performance of his duties. g. To do any and all other things in these by-laws directed, or which may be necessary for the prosecution of the business of the corporation or the protection of its property and rights, not inconsistent with these by-laws or the laws of the State of Washington. Sec. 7. It shall be the duty of the board of trustees: a. To cause to be kept a complete record of all its acts and proceedings, and of the meetings and proceedings of the stockholders. b. To supervise the officers, agents and employees of the corporation, and see that their duties are properly performed. c. To declare and pay dividends to the stockholders of the surplus profits of the corporation, when such profits, in the opinion of the trustees, warrant the same; provided, the trustees shall not be required to distribute in the way of dividends any surplus profits of the corporate business which the stockholders by resolution may authorize to be retained and used in carrying on the business of the corporation, or which such stockholders may authorize to be permanently invested in property for the use of the corporation. d. Perform all other duties enjoined by these by-laws. Sec. 8. The trustees of the corporation shall receive in full compensation for their services in attendance upon regular trustees' meetings, in conducting, managing and supervising the business of the corporation, the sum of \$1.50 per day for each and every day necessarily devoted to such attendance.

Article III.—Section 1. The officers of this corporation shall be a president, a vice-president, a secretary and a treasurer. Sec. 2. When a board of trustees shall have been elected at any stockholders' meeting, the members thereof shall qualify at once, and the board shall forthwith proceed to hold a meeting and shall organize by the election of one of its members as president, one as vice-president, one as secretary and one as treasurer. Sec. 3. All officers shall hold office and serve for the term for which they were elected to act as trustees, except that the board of trustees may reorganize as often as a change in membership may render the same necessary. Sec. 4. The president shall be the chief executive officer of the corporation. He shall: a. Preside at all meetings of the trustees and stockholders. b. Sign, as president, all certificates of stock. c. Execute on behalf of the corporation all deeds, contracts or other instruments requiring such signature. d. Sign all orders on the treasurer for the payment of moneys. e. Call special meetings of the board of trustees when he shall deem it proper; and, f. Generally do and perform all acts and things usually devolving upon an executive and presiding officer. Sec. 5. The vice-president shall, in case of absence or disability of the president, perform all duties herein prescribed for such president. Sec. 6. The secretary shall be the recording officer of the corporation. He shall: a. Keep a complete record of the proceedings of the board of trustees and of all meetings of the stockholders. b. Keep the corporate seal of the corporation and

affix it to all instruments executed on behalf of the corporation which require such seal. c. Attest the signature of the corporation on all deeds, contracts or other instruments to which it may be a party. d. Keep a book containing the names of all persons, alphabetically arranged, who are or shall be stockholders of the corporation, and showing the number of shares held by them, respectively, and the time when they became the owners of the shares. e. Serve all notices required by law or these by-laws, or as directed by the board of trustees or president. f. Make full report of all matters and business pertaining to his office to the stockholders at their annual meeting. g. Make special reports of matters pertaining to his office, when requested thereto by the board of trustees. h. Have charge of and safely keep a copy of the articles of incorporation and of the by-laws of the corporation, and all books, records, deeds, contracts or other instruments, papers and files of the corporation. i. He shall keep a true and correct record of all moneys received by him for the corporation, and pay the same to the treasurer, taking his receipt therefor; and j. Perform and discharge such other duties as pertain to such office and as are or may be prescribed by the trustees, these by-laws or the laws of the State of Washington. Sec. 7. In case of the absence, disability or refusal to act of the secretary at any meeting of the stockholders or board of trustees, any stockholder may, by appointment of those present, or of the chairman of the meeting, keep a true record of all proceedings occurring thereat, sign the same as secretary pro tem, and deliver such record to the secretary at his earliest convenience. Sec. 8. It shall be the duty of the treasurer: a. To receive and safely keep all funds of the corporation. He shall deposit such funds in a bank or banks to be designated by the

board of trustees as depositories of the funds of the corporation, and such moneys or funds shall only be paid out by check or order signed in the name of the corporation by such treasurer. b. He shall make an annual statement of all funds received and paid out, and shall file the same with the secretary, which annual statement shall be so made and submitted at the annual meeting of stockholders, and shall cover and include the business of the preceding year. c. He shall also make special reports concerning the moneys and funds of the corporation, when directed thereto by resolution of the board of trustees. d. He shall sign and deliver checks upon the depositories of the corporation for the payment of moneys due by it only upon orders signed by the president and countersigned by the secretary. Sec. 9. In addition to the officers hereinbefore named and provided for, the board of trustees shall have power and authority to select and employ a competent manager of the business of the corporation, who shall have personal charge of buying, selling, marketing, storing and handling of the goods, wares, merchandise, products and articles handled, bought, sold, shipped or stored, and which said manager shall at all times be subject to the control of the board of trustees, and shall act under their supervision, and shall be hired and discharged by such board of trustees at their pleasure. Said manager shall at all times keep true and correct books of account with all persons doing business with or through the corporation, and of all the business of the corporation, and he shall make and render to the board, at its regular meeting in each month, a true report of all the business of the preceding month, and shall make special reports as to the business of the corporation under his control and management, when requested thereto by the board of trustees. The accounts and books of said manager shall be audited at such times as the board of trustees may direct, and by such person as they shall see fit to employ or appoint. Said manager shall be paid such compensation for his services as shall be determined and allowed by the board of trustees, and he shall give to the corporation such bond for the faithful discharge of his duties as the said board may direct.

Article IV.—Section 1. The annual meeting of the stockholders of this corporation shall be held on the second Saturday of January of each year, at the hour of 10 o'clock a. m., at the office of the corporation in the City of North Yakima, Washington. Sec. 2. Such annual meeting of the stockholders shall be for the purpose of: a. Electing a full board of trustees for the ensuing term of one year. b. Hearing the reports of the various officers of the corporation; and c. Acting upon any other question which may affect the business or welfare of the corporation, or which may require the action of its stockholders. Sec. 3. Notice of the annual meeting of the stockholders shall be given by the secretary by written or printed notice mailed to each stockholder, postage prepaid, at his last known address, as shown by the books of the corporation, which notice shall state the time, place and purpose of the meeting, and shall be mailed as above provided at least ten days before the date of such meeting. Sec. 4. Special stockholders' meetings for the purpose of considering any matter or transacting any business requiring their action, or which may be necessary or proper to carry out the objects of the corporation to the fullest extent, may be called by resolution of the board of trustees, duly passed and spread upon the minutes of said board at any regular or special meeting of the board, and notice shall be given to each stockholder of the



A BUSY DAY ON THE WATER FRONT, SAN FRANCISCO, CALIFORNIA
Ship being loaded with all kinds of products and fruits for the Orient

corporation, which notice shall be written or printed, mailed to such stockholders, postage prepaid, at least ten days before the time set for such special meeting, and stating the time when, and the place where, such meeting shall be held, and the objects thereof. Sec. 5. No stockholders' meeting shall be competent to transact business unless forty per cent of the capital stock of the corporation shall be represented thereat, either in the person of its holder or by proxy duly appointed, except that such meeting may adjourn from day to day or to a day certain. Sec. 6. At all corporate meetings each stockholder present, in person or by duly appointed proxy, shall be entitled to as many votes as he owns shares of stock in the corporation. Sec. 7. A stockholder desiring to exercise his right to vote at any meeting by proxy shall furnish to his agent such written evidence of the latter's right to act for him as will reasonably assure the corporation that the agent is acting by authority of his principal. Such proxy shall be in writing and signed by the stockholder giving the same, or his duly authorized attorney in fact, and shall be filed with the secretary of the corporation, or with the secretary pro tem of the meeting. Sec. 8. All elections of trustees shall be by ballot. The ballots cast shall have written or printed thereon the names of the person or persons selected by the voter and the number of votes cast for such person or persons. Sec. 9. The annual meeting of the board of trustees shall be held at the office of the corporation, in North Yakima, Washington, on the first Saturday in January of each year, at the hour of 10 o'clock a. m. Sec. 10. Regular meetings of the board of trustees shall be held on the first Saturday of each month, at the office of the company in North Yakima, Washington, at the hour of 7:30 o'clock p. m., at which meeting may be transacted any business properly coming before the board of trustees. Sec. 11. No notices of the annual or regular meeting of the board of trustees shall be necessary. Sec. 12. Special meetings of the board of trustees may be called by the president, when he shall deem it necessary, by notice to each trustee in writing personally served upon such trustee, or by similar written notice mailed to each trustee at his place of residence, as shown by the books of the corporation, at least three days before the date of such meeting; provided the president shall be compelled to call such meeting upon written request of three trustees. Sec. 13. Special meetings of the board of trustees may be held at any time and for any purpose by consent of all the trustees, expressed in writing and filed with the secretary. Sec. 14. Any stockholders' meeting, either annual or special, and any trustees' meeting, either annual, regular or special, may adjourn from day to day or to a day certain, either because of unfinished business or in anticipation of matters and business which may arise to require the action of such stockholders or trustees, as the case may be. The fact of every adjournment and the time and place to which it is taken, shall be noted on the minutes of the meeting, and no notice of any adjourned meeting shall be necessary. The objects and powers of any meeting shall not be enlarged by adjournment so as to permit an adjourned meeting to act upon any question or matter which could not have come before the original meeting.

Article V.—Section 1. Shares of stock in this corporation shall be transferable by endorsement on the certificate thereof by the holder of the stock, or by attorney legally constituted, or by the legal representative of such holder, but no transfer shall be valid, except as between the parties thereto, until the surrender of the certificate to the corporation, and the entry of the transfer on its books, so as to show the names



MARKET SQUARE, PROVIDENCE, RHODE ISLAND

Showing the farmers bringing in fruit and produce in the early morning

of the parties, by and to whom transferred, the numbers and designation of the shares and the date of the transfer.

Article VI.—Section 1. All moneys and funds of the corporation received by the manager shall be deposited, held, used and disbursed by him under authority and direction of the board of trustees in carrying on the business of the corporation, and in settling and paying the ordinary accounts of the corporation, or in settling and liquidating its accounts with its members and others doing business with or through the corporation; provided, the board of trustees shall require such manager to turn over and pay to the treasurer of the corporation, at stated and regular intervals, all surplus funds then in his hands over and above an amount necessary to meet the current expenses and accounts of the corporation. Sec. 2. All payments of moneys made by the corporation for any purpose, except as may be made by the manager under authority of the board of trustees in the conduct of the ordinary business of the corporation, as above provided, shall be by check or order drawn on the depositories in the name of the corporation by the treasurer. Sec. 3. The manager shall cause to be kept a complete record of the time devoted to the business of the corporation by all clerks, laborers or employees.

Article VII.—Section 1. All written contracts, deeds and other instruments affecting the corporation, its rights or property, before the same shall be binding upon the corporation, shall be signed on its behalf by the president and attested by the secretary with its corporate seal attached; and the president is hereby authorized to sign and deliver on behalf of the corporation all contracts, deeds and other instruments in writing affecting the corporation or its property which shall be authorized by the board of trustees; and the secretary is hereby authorized to attest all such instruments, and to attach the corporate seal thereto. Sec. 2. All minutes of the meetings and of the proceedings of the stockholders of the corporation, or its

board of trustees, shall be signed by the president or chairman presiding at the meeting, and attested by its secretary, or secretary pro tem, keeping the same. Sec. 3. The business year of the corporation shall commence with the Monday after the first Saturday in January of each year, and end with the Monday after the first Saturday in January of the succeeding year, and all annual reports of officers shall be for the past business year. Sec. 4. The corporate seal of this corporation is, and until otherwise ordered by the board of trustees shall be, an impression upon paper, bearing the words, "Yakima County Horticultural Union," and of the following style and form, to-wit: (Seal)

Article VIII.—These by-laws may be amended at any annual stockholders' meeting, or at any special stockholders' meeting called for that purpose, by a vote of a majority of all of the capital stock of the corporation.

Articles of incorporation of Rogue River Fruit and Produce Association of Medford:

Know all men by these presents, that we, the undersigned: C. H. Gillette, Ashland, Oregon; G. A. Hover, Phoenix; W. A. Sumner, Medford; G. A. Hamilton, Grants Pass, and H. E. Gale, Merlin, do hereby associate ourselves as a corporation under the general incorporation laws of the State of Oregon, and we do hereby adopt the following articles of incorporation:

Article I.—The name of this corporation shall be the Rogue River Fruit & Produce Association.

Article II.—The objects and purposes of the Rogue River Fruit & Produce Association shall be: 1. To pick, grade, pack and to buy and sell, direct or on commission, fresh and prepared fruits, and other farm products of all kinds. 2. To buy, sell and deal in fruit and other farm products, packing material, orchard supplies, spraying material and machinery. 3. To buy, rent, lease, acquire and improve such real estate as may be required in the business of this corporation. 4. To buy, rent, lease, build, acquire and operate packing houses, warehouses, offices and other buildings, railroad tracks and wagon roads, and to lease or sell the same. 5. To buy, rent, lease, acquire, build and operate pre-cooling plants, ice factories, cold storage plants, dryers, canneries and by-products factories, and to lease or sell the same. 6. To manufacture and sell ice and distilled water, spray materials, boxes and all kinds of fruit and produce supplies. 7. To fix such charges, tolls and commissions on sales and operative work in the business of the association as may be required to meet the expenses and other financial needs of the association. 8. To borrow money on bonds, notes or otherwise, and to mortgage or pledge any or all of this corporation's property, real or personal, to secure the same. 9. To make and execute contracts in furtherance of the business of this corporation. 10. To do and perform generally any and everything necessary, proper or convenient to carry into effect the objects and purposes above stated.

Article III.—The duration of this corporation shall be perpetual.

Article IV.—The principal place of business of this corporation shall be at the City of Medford, Oregon.

Article V.—Section 1. The capital stock of this corporation shall be \$50,000. Sec. 2. The capital stock shall be divided into 5,000 shares of the par value of ten dollars each.

Constitution and by-laws:

Article I.—Section 1. The board of directors shall consist of fifteen stockholders, who shall be elected at the first meeting of stockholders, and at each annual meeting thereafter, and who shall hold office for one year, and until their suc-



SIXTH STREET FLOWER MARKET, CINCINNATI, OHIO

Next to this building, running probably two blocks and about fifty feet wide, is the public market building where the fruit and produce is being sold daily at retail

cessors are elected and qualified. Sec. 2. The officers of the corporation shall consist of a president, vice-president, secretary, treasurer and an auditing committee of three members. These officers shall be elected by the board of directors from among their number, and shall hold office at the pleasure of and for such time as may be fixed by the board. Sec. 3. Vacancies in any office, however occurring, shall be filled by a majority vote of the board of directors, and any stockholder elected to fill a vacancy in the board of directors shall hold office for the unexpired term. Sec. 4. A bank or banks may be designated as treasurer or custodian of the funds of this corporation. Sec. 5. The treasurer shall give bonds in such amounts as the board may require, unless a bank shall be chosen as treasurer, in which event no bonds shall be required. Sec. 6. No director of this corporation shall be allowed to hold any other office or position in the employ of the Rogue River Fruit & Produce Association other than president, vice-president, auditing committee, secretary or treasurer; nor shall the manager hold any other office or position with this corporation other than that of manager. Sec. 7. No officer or director of this corporation shall hold any office or position in the employ of any other fruit growers' association, or other similar organization engaged in the same line of business as this corporation; provided, that this section shall not apply to the officers of any such organization now existing in the Rogue River Valley. Sec. 8. No person shall be eligible to hold office as an officer or director of this corporation who shall be directly or indirectly engaged in or a representative of any fruit or produce commission business, and any officer or director engaging in such business or accepting such position shall thereby become disqualified as such officer or director, and the board of directors shall thereupon declare his office vacant.

Article II.—Section 1. The directors of this corporation shall be paid a compensation of \$2.50 for every day or part of a day that each is in attendance at a meeting of the board of directors, and they shall each be paid a further remuneration of six cents per mile for the distance one way by the usual and most direct route of travel from their respective places of residence to the place of meeting of the board of directors. Sec. 2. No officer or director of this corporation shall share in any profits or commissions earned by this corporation other than regular dividends which may be declared for the benefit of all stockholders.

Article III.—Section 1. The board of directors shall have full and exclusive control of all business transactions of the Rogue River Fruit & Produce Association not otherwise specified in these by-laws, and they shall also have full power to fix the duties of all other officers and employees of this corporation. Sec. 2. The auditing committee shall have all books and accounts of the Rogue River Fruit & Produce Association audited once each three months, employing expert accountants to do the work, if they see fit, or are so ordered by the board of directors.

Article IV.—Section 1. Any director who is absent from two successive regular meetings of the board of directors shall be considered to have resigned and to have forfeited his office, unless at the next regular meeting of the board of directors he shall present an excuse for such absence satisfactory to the board. The secretary shall state in the minutes of the meeting the action of the board, and the secretary shall also keep a roll of attendance at each regular and special meeting, noting the directors present and those absent. He shall, when he notes the absence



J. C. SINSELE, OF BOISE, IDAHO
Prominent fruit grower and shipper, also one of the judges at Spokane National Apple Show

of a director from two successive regular meetings of the board, report the same to the board of directors, and the board, at their next regular meeting, shall take action, the secretary notifying such delinquent director of the proposed action.

Article V.—Section 1. The annual meeting of the stockholders of this corporation shall be held on the second Tuesday in February of each year, and special meetings of the stockholders may be called by the president, vice-president, or by a majority of the directors, or by the stockholders holding at least one-third of the subscribed capital stock of this corporation. Sec. 2. Notice of the annual meetings and of all special meetings shall be given by the president or secretary of the corporation at least thirty days prior to the date of such meeting, which notice shall state the time and place of such meeting, and shall be published in three newspapers in Rogue River Valley—one in Ashland, one in Medford and one in Grants Pass—once each week for four successive weeks prior to such meeting. Sec. 3. At all meetings of stockholders a majority of the subscribed capital stock shall constitute a quorum for the transaction of business at such meeting, and every decision of the majority of the stock represented at such meeting, either by stockholders in person or by written proxy, shall be valid as an act of such meeting, with the exception of the amendments of these by-laws. Sec. 4. At the annual meeting of the stockholders the following order of business shall be followed: 1. Reading of the annual report of the manager and action on same.

2. Action upon proposed amendments of the by-laws. 3. Election of directors. 4. Any other lawful business. And all proceedings at all stockholders' meetings shall be governed by Cushing's Manual, unless otherwise provided by these by-laws. Sec. 5. Regular meetings of the board of directors shall be held on the second Tuesday in each month, and special meetings may be called at any time by the president or vice-president upon two days' notice, either verbal or written, being given to each director by the secretary. Five directors shall constitute a quorum for the transaction of all business at all meetings of the board.

Article VI.—Section 1. Three grades of apples are established as the standards for this association, namely, "extra fancy," "fancy" and "choice." Apples in boxes marked "extra fancy" shall be sound, smooth, practically free from bruises, worms, worm stings or disease, and have proper shape for the variety, fully matured. Red varieties shall be ninety-five per cent, or higher, red. The "fancy" grade shall consist of apples sound, smooth, practically free from bruises, worms, worm stings or disease, and have reasonable proper shape for the variety, fully matured. All red varieties in this grade shall be at least fifty per cent red, except Spitzenberg, Winesap, Jonathan and Arkansas Black, which shall be at least seventy per cent red. The "choice" grade shall consist of apples sound, free from any breaks in the skin or black bruises, also free from worms or any disease which injures the quality of the apple. Sec. 2. The first board of directors, in conjunction with the managers, are hereby authorized and empowered to establish permanent grades on fruit and produce other than apples, as above provided, such grades, when so established, to be permanent unless changed by a majority vote of the stockholders at any regular meeting or at a special meeting called for that purpose. Sec. 3. The manager of the association shall be ex-officio inspector of fruit, with power to enforce conformity to the established grades, and he shall have power to appoint deputies to assist in such work. Any appeal from his decision shall be taken to the board of directors in such manner as the board shall prescribe.

Article VII.—The members of this association shall be permitted to market their products by sale or consignment, either direct or through the association; provided, that if any portion of the products of a member be marketed through the association, the association shall be entitled to collect from said member a commission upon the proceeds of all the product of such member of the same kind and class as that marketed through the association, however the remaining portion of such product may be marketed. In applying this by-law each season's products shall be considered separately.

Article VIII.—These by-laws may be amended at any annual meeting of the stockholders, or at any special meeting of the stockholders called for that purpose, by affirmative vote of the majority of the subscribed capital stock, but no amendment shall be made at any special meeting unless the article and section to be amended, or the proposed amendment, be set forth in the notice of such meeting.

CROP ESTIMATE

For season of 1911..... Date.....1911.....
Number apple trees bearing
Number apple trees not bearing
Number pear trees bearing
Number pear trees not bearing
Number peach trees bearing
Number peach trees not bearing
Number trees bearing other fruits

Apples (in packed boxes)

Spitzenberg Winesap
Newtown Ben Davis
Jonathan Total

Pears (in packed boxes)

Bartlett Clairgeau
Anjou Howell
Comice Bosc
Winter Nellis Total

Peaches (in packed boxes)

Hales Early Muir
Late Crawford Early Crawford
Alexander Elberta
Other fruits Total

I hereby agree to purchase from the Rogue River Fruit & Produce Association all the supplies to be used in the packing and shipping of my entire crop of merchantable apples and pears during the season of 1911, and such other boxes as listed below:

Apples
Pears
Peaches
Miscellaneous

Contract—Between the Rogue River Fruit & Produce Association and a fruit grower of the Rogue River Valley, witnesseth: That said grower appoints the above association his sole agent to ship and market his crop of apples, pears, peaches, for the season of 1911. The grower agrees to grade and pack his fruit according to the methods and rules prescribed by the association, and to deliver same at such time to the warehouses or cars of the association for shipment, and to submit it to inspection by the agents of the association; or, the said grower agrees to deliver his fruit to the nearest packing house of the association for the purpose of having



WHOLESALE FRUIT AND PRODUCE DISTRICT, PORTLAND, OREGON

it graded, packed and shipped by the association, the same to be done at a uniform rate for all. The grower further agrees that all his fruit shall be pro-rated with the proceeds from all other fruit of like variety and grade shipped by the association for the year 191...., and that the association shall be entitled to retain or collect ten cents for each full box of apples and pears, seven cents for each half box, five cents for each box of peaches, and on all other packages eight and one-third per cent of the proceeds. The association hereby agrees to receive and dispose of all marketable fruit to the best of its judgment and ability, and to pro-rate the proceeds of all sales under this and all like contracts for the same year, according to the variety and grade. The association will provide boxes, paper and all other necessary package material on the basis of an estimate furnished by the grower, and at a uniform price for all. (Dated and signed in duplicate.)

Constitution and by-laws of the Grand Junction Fruit Growers' Association:

I. The name of the said association shall be the Grand Junction Fruit Growers' Association.

II. The objects for which the said association is created are to buy and sell fruit, vegetables, hogs, meat stock and all the products of Mesa County, both fresh and manufactured; to erect, operate and maintain canning and packing factories and commission houses; to manufacture any and all products of Mesa County; to lease, mortgage and sell said business, and to borrow money for carrying on the same, and to pledge their property and franchise for such purpose. To acquire by purchase, or otherwise, and own real estate, buildings, machinery and all the necessary power and power plants for carrying on said premises, and to lease, mortgage and sell the same.

III. The term of existence of said association shall be twenty years.

IV. The capital stock of the said association shall be twenty-five thousand dollars, divided into five thousand shares of five dollars each.

V. The number of directors of said association shall be seven, and the names of those who shall manage the affairs of the association for the first year of its existence are C. W. Steele, A. A. Miller, J. W. Rose, R. W. Shropshire, J. H. Smith, P. A. Rice and A. B. Hoyt.

VI. The principal office of said association shall be kept at Grand Junction, in the said county, and the principal business of said association shall be carried on in said County of Mesa.

VII. The stock of said association shall non-assessable.

VIII. The directors shall have power to make such prudential by-laws as they may deem proper for the management of the affairs of the association not inconsistent with the laws of the state, for the purpose of carrying on all kinds of business within the objects and purposes of the association.

Article I.—Section 1. The board of directors provided for in the articles of incorporation of this association shall be elected annually at the regular annual meeting of the stockholders, as hereinafter provided, and shall hold their office until their successors are elected and qualified. Sec. 2. Said directors shall be stockholders in said association and shall be fruit growers in Grand Valley, and shall be residents of Mesa County, Colorado. Sec. 3. Any vacancy occurring in the board of directors shall be filled by the remaining members of the board.

Article II.—Section 1. The board of directors shall, as soon as may be after their election, elect a president and vice-president from among their number, who shall hold their offices for one year, and at said meeting the said board shall appoint a secretary, treasurer and manager, who shall be subject to removal at any time. Sec. 2. The secretary, treasurer and manager shall each, when required by the board, give bond in such sum and with such security as the directors may require, conditioned on the faithful performance of their duties, and to turn over to their successors in office all books, papers, vouchers, money, funds and property of whatsoever kind or nature belonging to the association, upon the expiration of their respective terms of office, or upon their being removed therefrom, or with such other conditions as may be proper. Sec. 3. The president shall preside at all meetings of the directors or stockholders. He shall sign, as president, all certificates of stock, and all other contracts and other instruments in writing, which may have been ordered by the board of directors. Sec. 4. The vice-president shall, in the absence of or disability of the president, perform his duties. Sec. 5. The manager shall have full charge of the commercial and shipping department of the association. He shall receive all money arising from the sale of fruit and other commodities handled by the association, and pay the same to the parties entitled thereto, and render a true account thereof; and he shall also be the treasurer of this association and safely keep all money belonging to the association, and disburse the same under the direction of the board of directors, except as herein above set forth. Sec. 6. The secretary shall keep a record of the proceedings of the board of directors, and also of the meetings of the stockholders. He shall also keep a book of blank certificates of stock, fill up and countersign all certificates issued and make the corresponding entries upon the marginal stub of each certificate issued. He shall keep a stock ledger in due form,

showing the number of shares issued to and transferred by any stockholder and date of issuance and transfer. He shall have charge of the corporate seal and affix the same to all instruments requiring a seal. He shall keep, in the manner prescribed by the board of directors, all accounts of the association with its stockholders, in books provided for such purpose. He shall discharge such other duties as pertain to his office, and as may be prescribed by the board of directors. Sec. 7. These by-laws may be amended by the board of directors at any special meeting thereof called for that purpose, a notice of such proposed amendment being given in the call for such special meeting.

Article III.—Section 1. The regular meetings of the board of directors shall be held at the office of the company, on the first (1st) day of each month, except when the first day comes on Sunday or legal holiday, then on the following day. Special meetings of the board of directors may be called by the president when he may deem it expedient or necessary, or by the secretary, upon the request of any three members of said board. Sec. 2. A majority of the board of directors shall constitute a quorum for the transaction of business, but a less number may adjourn from day to day upon giving notice to absent members of the said board of such adjournment. Sec. 3. The board of directors shall have power: First—To call special meetings of the stockholders whenever they deem it necessary, by publishing a notice of such meeting once a week for two weeks next preceding such meeting in some newspaper published in Grand Junction, Colorado. Second—To appoint and remove at pleasure all employees and agents of the association, prescribe their duties, where the same have not been prescribed by the by-laws of the association, fix their compensation, and when they deem it necessary to require security for the faithful performance of their respective duties. Third—To make such rules and regulations not inconsistent with the laws of the State of Colorado and articles of incorporation, or the by-laws of the association, for the guidance of the officers and the management of the affairs of the association. Fourth—To incur such indebtedness as they may deem necessary for carrying out the objects and purposes of the association, and to authorize the president and secretary to make the note of the association, with which to raise money to pay such indebtedness. Sec. 4. It shall be the duty of the board of directors: First—To be caused to be kept a complete record of all their meetings and acts, and also the proceedings of the stockholders, present full statements at the regular annual meetings of the stockholders, showing in detail the assets and liabilities of the association and the condition of its affairs in general. Second—To supervise all acts of the officers and employees, require the secretary, treasurer and manager to keep full and accurate books of account of their respective business.

Article IV.—Section 1. At the regular meeting in the month of January of each year the directors shall declare such dividends upon the capital stock to all the stockholders then appearing of record as may be warranted by the net earnings of the association for the preceding year.

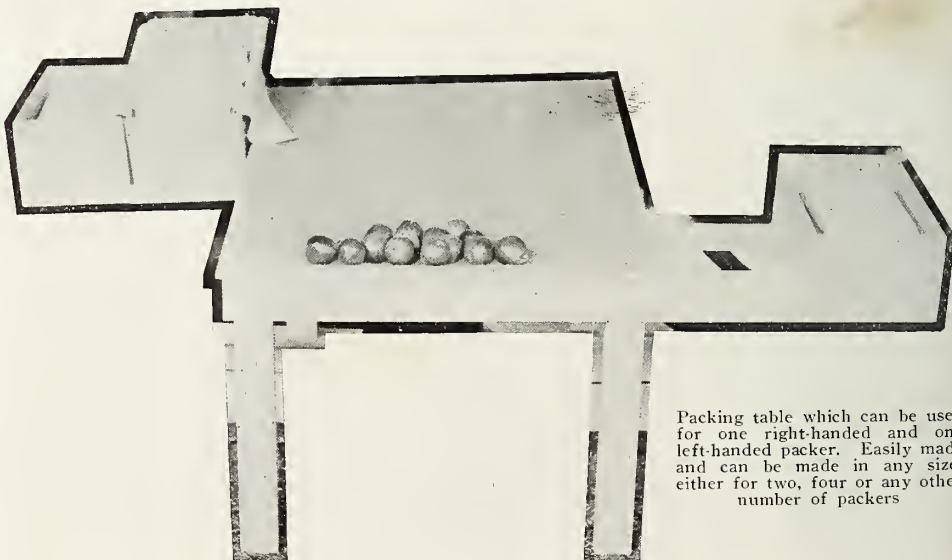
Article V.—Section 1. The board of directors may, whenever they shall deem it necessary, place on sale so much of the capital stock of the association as may be necessary to raise funds for the purpose of carrying out the objects and purposes of the organization of the association, such stock to be sold only upon the following conditions: First—That not more than three hundred (300) shares thereof be sold to any one person, firm or association of persons. Second—That such stock be sold only to fruit growers in Grand Valley. Third—That such stock be sold at not less than par value of five dollars (\$5) per share.

Article VI.—Section 1. The annual meeting of the stockholders for the election of directors shall be held on the third (3rd) Saturday in January of each year, but if for any reason it should not be held on such day it may then be held on any day subsequent thereto, as hereinafter provided. Sec. 2. The board of directors shall be elected by the stockholders at the regular annual meeting. Public notice of the time and place of holding such annual meeting and election shall be published not less than ten (10) days previous thereto in some newspaper of general circulation printed in Grand Junction, and the said election shall be made by such of the stockholders as shall attend for that purpose, either in person or by proxy, provided a majority of the outstanding stock is represented. If a majority of the outstanding stock shall not be represented such meeting may be adjourned by the stockholders present for a period not exceeding sixty (60) days. All elections shall be by ballot, and each stockholder shall be entitled to as many votes as he or she owns shares of stock in said association; provided, however, that no person who is not himself a stockholder shall be allowed to represent by proxy any stockholder in the said association. The person receiving the greatest number of votes shall be the directors for the ensuing year, and until their successors are elected and qualified.

Article VII.—Section 1. Certificates of stock may be transferred at any time by the holders thereof, or by attorney in fact or legal representative. Such transfer shall be made by endorsement on the certificate of stock and surrender of same; provided, such transfer shall not be valid until the same shall have been noted in the proper form on the books of the association. The surrendered certificates shall be cancelled before a new certificate in lieu thereof shall be issued, and no transfer of any share of stock shall be valid or allowed upon the books of the association upon which any deferred payments are due and unpaid, nor which has not been sold and transferred in accordance with the provisions of the by-laws of the association. Sec. 2. Any stockholder desiring to dispose of his stock in said association shall deposit the same with the secretary of the association, and the same shall be sold by the said secretary at not less than par for account of such stockholder, within sixty (60) days from date of such deposit, under the restriction of Section 1. Article 5, of these by-laws; provided, that if the secretary shall not have sold such stock at the expiration of sixty days, then such stock may be returned to such stockholder, and he disposed of by him, without restriction or limitation by the association.

Article VIII.—Section 1. All members of this association are required to market all their fruit through the association and bear their proportionate share of the expenses of handling the same. Sec. 2. Any member may have the privilege of selling his own fruit at the orchard, but no sales of fruit shall be made to a dealer in fruit, or to any person who buys to ship outside the county. In case of the sale of the entire crop of any particular fruit or fruits, by reporting the same to the association, one-half (½) only of the regular commission will be charged. Sec. 3. Any member having any grievance or cause of complaint as to treatment of his fruit by the association can appeal to the board of directors, whose decision shall be final. Sec. 4. All members must pack their fruit for shipping in a neat and workman-like manner, and pack the same in standard sized packages, as adopted and in general use by the association, having placed thereon their name or number.

Article IX.—Section 1. A purchaser of stock in this, the Grand Junction Fruit Growers' Association, shall hereafter receive of the profits of the association in proportion to the money he has invested.



Packing table which can be used for one right-handed and one left-handed packer. Easily made and can be made in any size, either for two, four or any other number of packers

HANDLING THE PACIFIC NORTHWEST FRUIT CROP

BY C. I. LEWIS, CHIEF DIVISION OF HORTICULTURE OREGON EXPERIMENTAL STATION, CORVALLIS, OREGON

AS fruit growers of the Pacific Northwest we have had some experiences the past two years, which, while not always gratifying, can or should be made at least profitable. If we are to make progress we must continually study and try to improve our methods. We must take to heart the lessons that experience is teaching us. As a result of the past two seasons' crops of fruit it seems to me that there are certain lessons that we can learn, or at least certain signs that we can observe, that should cause us to pause and think seriously. First, I believe we are making mistakes regarding the question of variety. While the Pacific Northwest as a whole grows perhaps enough varieties, there is a tendency in many localities to grow too few varieties, and as far as the State of Oregon is concerned there is no doubt but what we have gone crazy on two varieties, the Spitzenberg and the Yellow Newtown. This specialization on varieties probably has been due to two things, first, the fancy prices that these varieties have commanded, and, second, the markets to which they have been sent. There will be an enormous demand for apples: perhaps only a limited demand for a certain variety. We must study the variety as regards adaptation, variety requirements and variety preference, more soberly than we have in the past. We must extend our markets, and with this extension we naturally must be prepared to furnish a larger range of varieties. Instead of the whole State of Oregon planting about two varieties we ought to be growing ten or fifteen varieties. The second point I would wish to call attention to is concerning the methods of picking and handling our fruit crop. We pride ourselves, and rightly so, that we are unexcelled in our methods of

handling our apples, but we must not sit comfortably in our chairs and rest on past laurels. Continual vigilance will be the price of our future success. I am personally satisfied that we need to give this vital subject much more careful study. Too many of us try to pick our entire apple crop at once, and often we are chasing a rainbow of color, which, when we catch it, gives us a core rot,



CRATE OF FANCY STRAWBERRIES
Clark Seedlings, twenty-four pound
boxes to the crate

a mealy fruit or a tasteless specimen. To begin with, we will need to study the proper times of picking much more closely, and we must look into better methods of packing and handling the crop. This will mean, first, better packing houses. We should give more attention to ventilation, temperature of storage and to the manner of handling the crop. Sanitation and general cleanliness must enter into our methods of handling. Decaying fruit, apple cores and other refuse should have no place in a modern packing house. The next problem I would call to your mind is that of handling our lower grades. Personally I believe that in many cases we are losing money on our lower grades of fruit. Just what the remedy will be I do not know. I will not say that we will return to the barrel as a pack for the third grade of apples, but I candidly believe that had we used barrels the past season that some of us might have made more money. I very much doubt if we can afford to put from thirty to fifty cents into a box for handling third grade apples, or any variety of fruit for that matter, and we have got to do one of several things. We must either change the form of package or style of handling the fruit, or we must get a special rate from the railroads for handling such fruit, so as to lay it down in the sections of the Middle West with profit, or we must work the product into various by-products, such as vinegar, cider, jellies and evaporated fruits. Perhaps we will resort to all three. I do not propose to say just what we will do. I

simply wish to call the grower's attention to the problem at hand. By all getting together perhaps we can solve it to the satisfaction of all concerned.

Another privilege that the Pacific Coast fruit growers need is that of storage in transit. The grain men and the cattle men already have such privileges, and the fruit growers should have the same. At the present time it is impossible to store fruit in the Middle West and afterwards forward to certain points without paying local freight rates for the second shipment. If we could get a through rate with the privilege of storing it would undoubtedly be a great help to the fruit industry. It also seems to me that we need to have better control of our store houses, not only those that we may build on the Pacific Coast, but certain store houses in the East. It may be better to store some of the fruit in the East and some on the Pacific Coast. We probably will have to work out that problem, but if we are to develop distributing points and have agencies for the better distribution of the fruit we will need store houses. The associations in the Northwest would reduce the cost in handling by removing the profit of storage that now goes to the middle man. We should evolve some system whereby we could obtain more careful estimates as to the crop. Not only should the fruit growers of the Pacific Coast know such figures, but it would be an advantage to the fruit trade as a whole if the output were accurately known for the entire country. If we knew the entire output we probably could forestall the glut which will occur in certain markets. The past season has shown that we rushed altogether too much fruit to certain points early in the



STRAIGHT-TIER PACK, WRAPPED
In this pack the apples lie straight on each other
and will show marks



FOUR AND ONE-HALF TIER (165) PACK
WRAPPED

Northwest standard box, size 10½x11½x18 inches
inside measurement, containing 2,176 cubic inches
without bulge



SPLENDID TYPE OF PACKING TABLE FOR PRUNES

season and then had nothing left a little later, and allowed some markets to go without an adequate supply. By a careful tabulating of the amount of fruit on hand a system could be worked out whereby the grower gets a fair price, and at the same time the fruit is put within the reach of the consumer. We would escape the enormously cheap fruit for a few weeks, followed by prohibitive prices for the rest of the season. Such a condition must hurt the fruit trade in the long run. We should avoid rushing all the fruit to one or two points. The tendency has been to crowd the markets like New York and Chicago and allow many other markets to go without any fruit. By opening up new markets and regulating the supply to others we can avoid a great many of the unpleasant experiences of the past season. We certainly should give more attention to the foreign trade. Possibly a system of foreign representatives or salesmen to do the work solely in the interest of our fruit growers would be the best system. We need to give the foreign market more study and more consideration. It is worth while developing. We cannot develop a foreign market by sending them over a thousand carloads of fruit one year and none the next. They must have a steady supply that they can depend on if we wish to obtain permanent customers.

Too many of us have set our hearts on high priced fruit. Apples at three dollars a box, for example. There is only a limited demand for apples at this price. We must come to realize that if we are to build up a fruit industry we must be able to produce fruit at a price that is within reach of the average consumer. Often we try to hold the fruit too long when a mere matter of a few cents a box is the cause. By holding this fruit we incur expenses and loss

which often are not made up by future prices. Attractive prices should be made for the buyer of fruits, both as to wholesale and retail, the same way that we like to obtain attractive prices whenever we buy our dry goods or groceries. While it may at times seem a sacrifice on the part of the grower in many cases he would find that he really profited rather than sacrificed. His net profit would be larger in many cases than what he finally obtained by holding his fruit beyond a reasonable time. In connection with the selling of our fruit we must do more advertising. There is no business in the country but what realizes that advertising pays. It pays just as handsomely in fruit growing. The orange growers have left the apple producers

far in the background as far as advertising is concerned, and they are certainly getting results from this advertising. Apples, pears, prunes and other fruits must be advertised if they are to become well known and are consumed in large quantities. Good advertising and the proper control of the prices will do more to increase the consumption of fruit and keep it thoroughly on its feet than anything else that we can do. Lastly, to secure to the highest degree some of the reforms that I have intimated, I believe that we should have more thorough organization. We will have to learn to overlook certain local prejudices. There is not a fruit valley on the Pacific Coast but what can grow splendid fruit of certain varieties. There is room for all of us, and the sooner we work in harmony and realize that the reputation of the entire Northwest is our own personal interest, the sooner we will get the best results.

The quicker we come to realize that the fruit is a thing full of life, an organism, which goes through its development in much the same way as an animal goes through its development, the sooner we will improve our methods of handling. The apple, for example, goes through a regular state of evolution from bud, flower, green fruit, ripe fruit to a natural breaking down or decay. A very small percentage of the fruit is handled in such a way that it would naturally reach the last stage. This evolution which the fruit goes through is influenced to a certain degree by soil, elevations, methods of culture, methods of irrigation, time of picking, methods used in packing, shipping and storage. If we have the right locality for our fruit it will, within certain bounds, carry through to its proper season. If we are growing Spitzenbergs, for example, and find that they mature late in October we have difficulty in keeping it until Christmas; we have to do one or two things; first, find out whether our methods are proper, and, secondly, determine whether we must eliminate the variety and grow



PACKING PEARS IN ONE OF THE WAREHOUSES OF THE ROGUE RIVER VALLEY FRUIT AND PRODUCE ASSOCIATION, MEDFORD, OREGON

Note the splendid light along the side of the building where the packing tables are located



FANCY PACK OF WINTER NELIS AND
BEURRE EASTER PEARS

In the upper tier the sizes are as follows: Winter Nelis, 180, 5-tier; three boxes of Beurre Easter, sizes 68, 72 and 82, all 4-tier. Lower two boxes, Winter Nelis, 150, 5-tier, and Beurre Easter, 100, 4-tier.

something that is adapted to the special conditions under which we find ourselves. All things being equal, anything which is done to hurry the development of the fruit will probably mean a shorter life. If your winter apples mature early in the fall they will probably not be as long a keeper as the same variety which is raised in a section where it matures considerably later. All these points I mention, such as soil, methods of irrigation, methods of handling and variety adaptation, have a close relation to our living organism, and must be given careful study if we are to reach the top round of the ladder in our fruit growing.

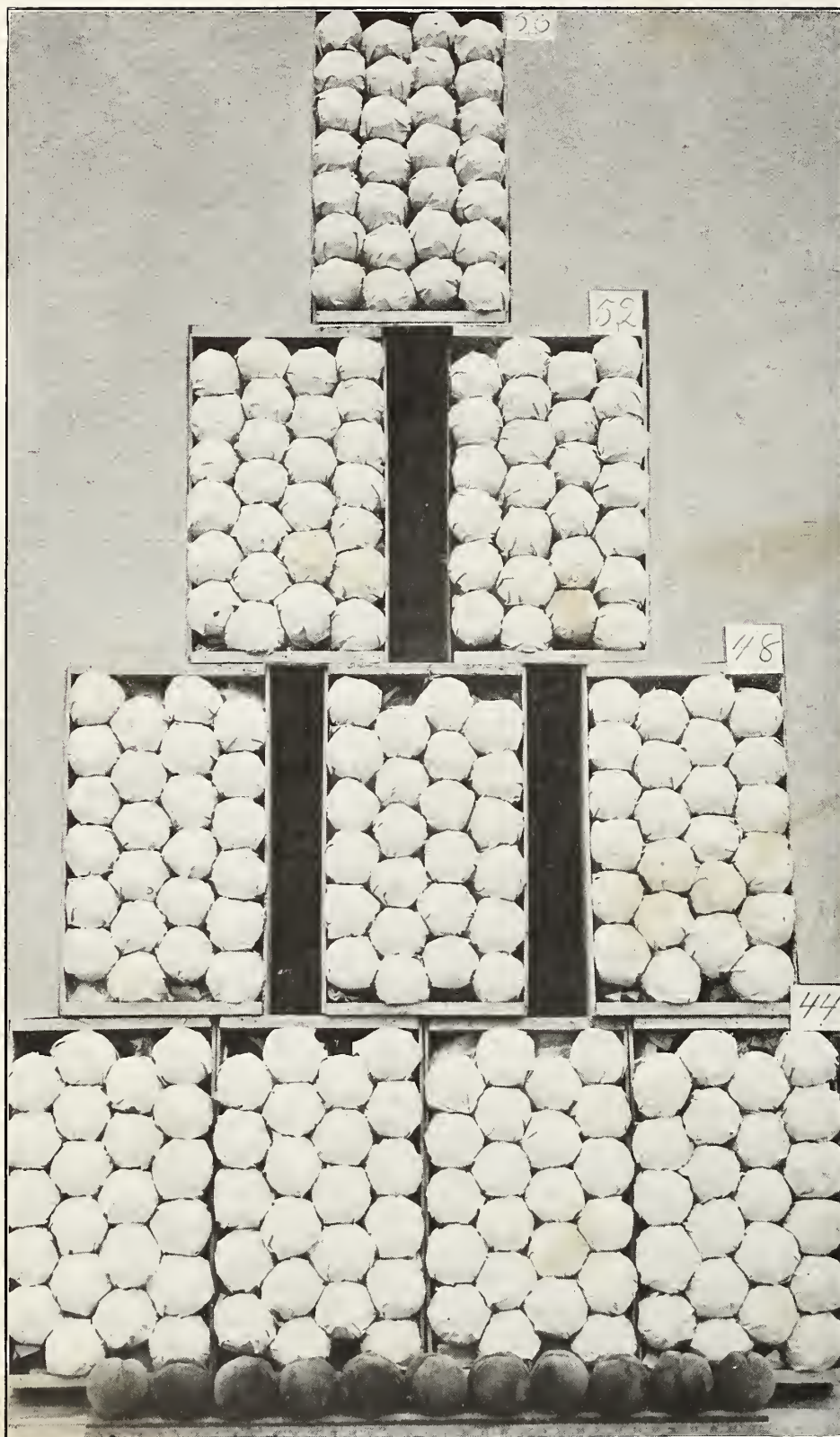
The ideal time for picking is a matter which must be settled to a very large degree by the individual. He must solve

it according to his own locality. We often say that we pick red apples when they have the color and pick yellow apples when the seeds are black, but this is not a safe criterion upon which to go. There are certain observations that I have been able to make from time to time. For example, often such varieties as the Wealthy, Wagner, Winesap and Grimes Golden drop badly when they are ripe. That the Spy and Ben Davis as a rule can hang longer, and should hang longer, than most of the other varieties. That the Jonathan has a tendency to develop a core rot if allowed to hang on the tree too long. Certain apples tend to become too mellow, mushy or dry after picking, such as the Baldwin, King of Tomkins

County and Jonathan. This can be remedied by earlier picking, although we may have to sacrifice some color at times in order to achieve it. There are a few apples which often drop badly before they are thoroughly ripe, or at the best stage for picking. The Mackintosh Red, the Snow and the Gravenstein often seem to be troubled this way. Then, again, a large number of varieties, and more especially the Jonathan, crack at the calyx, which is an indication of tardy picking. Dropping is sometimes influenced by frosts, but nearly all our commercial varieties will drop badly if we experience unusually heavy fall frosts. The colors are influenced to a certain degree by picking, although the reds are rarely influenced after picking; the yellows are to a certain degree in that the greens and light yellows will deepen, and their combinations at times with the reds leads us to believe that all colors change very materially. The size of apples can be influenced to quite a large degree by picking. As we come to learn more and more the desired sizes, the amount of thinning and the time of picking will probably have some influence on the size that we obtain. Flavor is not a good criterion to go by in picking apples, as very few winter apples, and even some fall varieties, do not obtain their highest flavor until they have mellowed to a certain degree in storage. All summer apples for long shipment should be picked green, while for local consumption they can be allowed to color, and are highly valued for sauces and early prices. They should never be allowed to hang on the trees until they become soft. If left a little too long they will either drop very badly or core rot will set in. The Gravenstein is one of the varieties which seems to be greatly influenced by the time of picking. The amount of color, size, quality, and espe-



THE PICTURE ABOVE SHOWS THREE BOXES, ONE PACKED TOO LOW, ONE JUST RIGHT AND ONE TOO HIGH. PICTURE BELOW SHOWS SAME THREE BOXES



FINE COMMERCIAL PACK OF PEACHES

Grown and packed by I. F. Smith, Ashland, Oregon, Inspector Ashland Fruit and Produce Association

cially the keeping characteristics of that variety are influenced to remarkable degree by the mere point of time of harvesting. Apples should be picked by a gentle twist of the wrist, and care should be taken not to pull out the stem or break the spur. Steps should be taken to handle the fruit in such a way that the skin is never punctured, for if it is it gives a chance for rots and decays to start in and the life of the fruit will be greatly shortened.

The time for picking pears is of great importance, especially with all summer and fall varieties. They should be picked green, just as soon as they have obtained the desired size. Whenever a pear will snap easily from the stem or spur by a slight twist of the wrist it will mature in good shape. The season for picking pears can be greatly lengthened, and the weight of fruit greatly increased by beginning early and picking the fruit just as fast as they reach the desired size.

In this way the Bartletts can be picked for a period of six weeks. One grower of the state tells me that he knows he has increased the weight of fruit of a tree about three hundred pounds by such a practice. Whenever pears are troubled with core rot, or dry or granular flesh, the indications are that the fruit has remained on the trees too long. The pears are packed green in boxes, and in fact ripen in boxes better than they do on shelves or out in the open. The keeping qualities of the pear seem to be influenced at times by weather conditions. Fortunately here on the Pacific Coast we are generally blessed with splendid weather at the time of picking, but unusually warm spells, or severe rains and winds and rough weather seem to shorten the life of the pear.

There is probably no fruit which requires more skill in picking than the peach. Especially is this true in relation to the proper time for picking. The personal experiences of the grower must come into play largely with this fruit. The time of picking will be influenced by soils, elevations, variety and climatic conditions. It is always desirable to have as much color as possible, although for extreme distances in shipping we often sacrifice the color. Of course, for long distance shipping the fruit must be picked green, while for local trade or short shippings the fruit can be allowed to nearly ripen before picking. While the color may at times be used as an index for proper picking it cannot be adopted as a general rule. Some men say pick the peaches when green and just beginning to ripen and traces of yellow show; others depend almost entirely upon the touch or feeling of the fruit, and probably in the free stones this elasticity, which one determines by slight pressure, is a safe indication. Whenever the pressure test is used we generally press lightly with the thumb on the suture side. In this test one has to learn not to press so hard as to bruise the fruit, and the thumb and finger nails should be closely clipped to prevent cutting. If once the skin of the peach is broken it is doomed as far as good shipping and proper maturing is concerned. Considerable care must be used in handling the peaches not to allow them to become soiled in any way.

Plums and prunes, for the greater part, will develop a large amount of color after picking, but where one wishes to develop high quality it is desirable to leave them on the trees as long as possible. Prunes are often picked green and shipped to the Atlantic seaboard, and under fairly good circumstances can be shipped to Europe in pretty good condition. Prunes ripen especially well when picked under such conditions. Occasionally the pressure test is applied when they are picked green, but they should be handled very carefully in order not to remove any more bloom than possible. With cherries both color and taste are used as an index. The taste is one of the most reliable. In picking the cherries care should be taken to keep the stems intact, as any opening where disease germs can get in, or the juice can ooze out, means

that the cherries will carry poorly. In handling the cherries great precaution should be taken never to allow them to become heated. With grapes the color may or may not be an index. In some sections many of the early grapes color long before they are good to eat. Soon after picking grapes should be given little handling, for after the stem shrivels slightly they are handled more easily without shelling from the stems. Where they are picked too soon they often develop the tendency of dropping from the stem badly, which is a great disadvantage.

Nearly every grower has his favorite utensil. Here at the experiment station the utensil we like best is the galvanized iron pail, which is made just large enough so that when turned on its side it fits nicely into an apple box. Baskets will work well, but many of the patent contrivances that have been on the market have been somewhat unsatisfactory. Apples and pears are generally transferred from the picking utensils to the orchard boxes. These orchard boxes should be made slightly larger than the packing boxes, and should be cleated so as to allow for ventilation. The apples are generally graded on tables after being taken to the store house, while the pears, on the contrary, are generally graded and packed from the orchard boxes. There has been a tendency of late with peaches to reduce the number of handlings. Peaches are delicate and short lived, but fairly easy to grade. Baskets can be used very nicely for picking peaches, and the peaches can be graded and packed at the same time directly from these picking baskets. The same is also true of apricots, plums and prunes. In handling cherries utensils must not be too large, and one should not dump too many cherries into one box, especially where they tend to be slightly soft.

While there are a great many ladders on the market probably no single ladder can be said to be the best. The age of the trees, their height and spread, the variety and method in which they have been pruned will determine to a certain degree the ladders which are to be preferred. Probably no one ladder will answer for all purposes. Some high stepladders will be needed; a Japanese



TWO TEN-POUND BOXES OF CHERRIES, PACKED IN STRAIGHT TIER AND IN CARTONS

ladder can be used to splendid advantage, especially when worked in the form of a tripod, and some low stepladders will be found to work nicely.

All fruit should be removed from the orchard to the packing house with as little jarring as possible. Heavy bolster springs should be placed on the hauling wagon. The wagon should be of such a height as to eliminate as much lifting as possible, and with all soft fruits one should not have to lift the fruit so high as to jar it badly in loading. On some of the triple deck wagons there is danger in lifting the boxes high and allowing them to drop, thus unnecessarily jarring the fruit. All stone fruits, like peaches, plums, cherries and apricots, should be removed to the packing house soon after they are picked. In the case of large crops of apples where the weather is exceedingly warm, unless they can be transferred immediately to the house, in many cases they can remain in the orchard to good advantage over night. If placed in a cool temporary storage while in a heated condition sweating starts very quickly and makes future grading and wiping difficult.

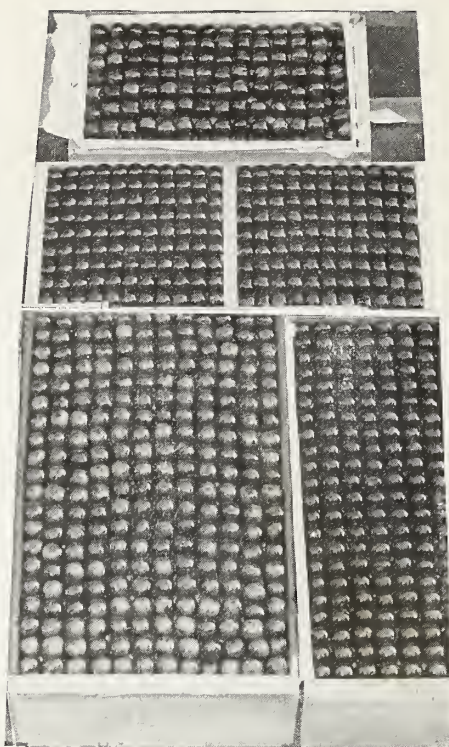
Here on the Pacific Coast we pride ourselves on our packing houses. Some of our growers have expended thousands of dollars in building splendid packing houses. The majority of growers, however, have not given the subject sufficient study, and in the packing houses that will be built in the future there are a few points that we can afford to spend considerable time on, in working out our plans and details. In the first place, the house should be conveniently located. This does not always mean that the proximity to the house or barn is a good location for the packing house, for certainly in large orchards it is very doubtful if such a location is best, since the houses are generally placed fairly close to the road. After one has a load of fruit ready to be hauled two or three miles to the station a distance of fifty or one hundred yards may not make much difference, but when the fruit is being hauled to the packing house to be worked over an extra haul means a great loss of time. I would locate the packing house in such a way as to be most conveniently reached from all parts of the orchard. It should be just large enough to handle a full crop, and no larger. There is no use to have an immense packing house which will never be filled with fruit. It will simply mean a loss of money in handling the crop. We must plan to save as many steps as possible. Our packing house should be well lighted. In order to do the best work a large amount of light is essential. Fortunately many of our growers are resorting to electric light in the later hours of the day. Ventilation is the one point that we seem to have lost sight of entirely. Our fruit, after being picked, is sometimes left for days in close, stuffy rooms. Ventilation need not be extensive. By a system of intakes in the floor and at the base of the sides, and systems of ventilators through the roofs the temperature of the packing houses can be materially reduced and an abundance of clean, fresh air can be had at all times. The cold air should gener-



HIGH CLASS PACK OF PEARS, PACKED AT MEDFORD, OREGON

ally be let through chutes of considerable length. These can be brought under the building in order to give this length. The air should be finally let out through the roof. Where this air shaft is of good length the rush of air is quite pronounced and the temperature is materially reduced. Where the fruit is allowed to become heated its ripening processes become hastened. Other troubles may also set in, such as dry rot and storage scald. Our packing houses should be so constructed as to be easily cleaned. All houses should be swept thoroughly and at times sprayed with a disinfectant to destroy all germs that are escaping from decaying fruits. We need to spend considerable time in planning our houses so that we can handle our crop with the greatest economy. We should have room for wiping, grading and packing, and for the storage of our boxed fruit and storage of supplies. Undoubtedly many of the large packing houses in the future will have refrigeration facilities. In handling the apples and pears we will especially need to give attention to the packing house. Peaches, prunes, cherries and small fruits are often packed in open sheds, and it is customary to have a packing crew sufficient to handle the crop about as fast as the fruit can be picked. Unless this can be done it will be found very advantageous to build houses in which the fruit can be allowed to cool and can be packed in a cool condition.

Apples are generally wiped, as they are apt to be more or less dusty, and frequently contain traces of the last spray. This wiping does not mean a polishing by any means, as only sufficient wiping should be given to remove the dust and spots. Where polishing is attempted the fruit is often scratched sufficiently to cause rapid decay. If you wish to see how fast apples will decay simply take a few apples in an ordinary room and scratch them lightly with a needle. If you will dip this needle beforehand into some of the common decays or rots of apples the scratches will soon develop into pronounced decays. Pears may or may not be wiped, depending largely

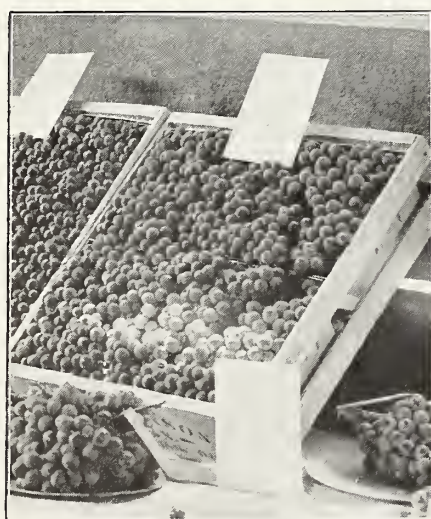


FANCY PACK OF CHERRIES IN EIGHT, TEN AND THIRTY-POUND BOXES

upon their condition. In wiping apples the work should be done before the fruit sweats, otherwise the moisture will unite with the dirt on the outside and the fruit will become so gummy that it is almost impossible to wipe it, and, moreover, it will have a dull, unattractive appearance as a result. Where the fruit can be kept fairly cool before wiping the sweating can often be materially delayed and diminished. By placing the heated apples into a very cool room the moisture will gather upon them very rapidly, which may interfere with proper wiping. Most of our growers are now grading the apples as they are wiped, and often two sets of grades are made, one as to size, the three and one-half and four-tier apples all being kept separate, and grades also made according to quality. In spite of whatever sizing is done the expert packer, of course, will have to do considerable grading. The expertness of packing after all depends more on the grading than anything else. Unless a man has an accurate eye and can grade quickly and thoroughly he can never hope to become an expert packer. The peaches, pears and prunes are practically never wiped. In some sections of the country grading machines have been tried. One large orchard in Oregon uses a mechanical form of grading. The oranges in Southern California are graded with machinery, although there seems to have been a tendency in late years to use less complicated machinery and to simplify the processes materially. It may be that some of our fruit can be graded mechanically. It is very hard, however, to get a mechanical system that does not injure the fruit in some way or other. If one is to do the best packing with apples some grading should be done before the fruit goes to the packing table. On the other hand, peaches, apri-

cots, prunes and pears are all packed nicely without previous grading, the grading being done as the fruit is packed.

The equipment for packing houses will vary somewhat with the preferences of the grower and style of fruit he is using. Prunes, peaches, apricots, grapes, pears and similar fruits are generally packed from benches placed along the sides of the rooms, where good light can be obtained from numerous windows. Occasionally small tables are made which set in the center of the rooms. These tables, or benches, are generally slightly inclined toward the packer so as to allow him to keep the fruit in place easily as it is being packed. Where better grading has to be done and more difficult packing, which is especially the case in apples, the best way is to have a table which is set out in the room. These tables should be large enough to hold several bushels of apples. I have never yet seen a man who was able to do very fine grading and packing from the orchard box. By far the best grading that is done in the Northwest, especially in Oregon, has always been done from these packing tables, as shown in the illustrations. These tables can be made of various heights, according to the convenience of the packers. They should be made sufficiently high so that a man does not bend his back unnecessarily to reach the fruit. The standards are generally about three feet high. The top is made of strong burlap about three feet by four feet, and is allowed to hang rather loosely. Therefore it becomes necessary to saw off the tops of the legs on a bevel so as not to have the sharp corners push into the burlap, making points that will bruise or cut the fruit. Old rubber hose, canvas or something similar is nailed around the top of the table to protect the fruit. The legs should be well braced by nailing on cross pieces, and additional wire binders would also be an assistance in keeping the table firm and steady. A good box press should be used, one which is solid and works easily, so that with the pressure of the foot the arms are thrown



FANCY TOKAY GRAPES

Grown at Grants Pass, Oregon. Four tin-top baskets to the crate



CRATE OF PRUNES

Packed in tin-top baskets, four to the crate showing first, second, third and finish layer



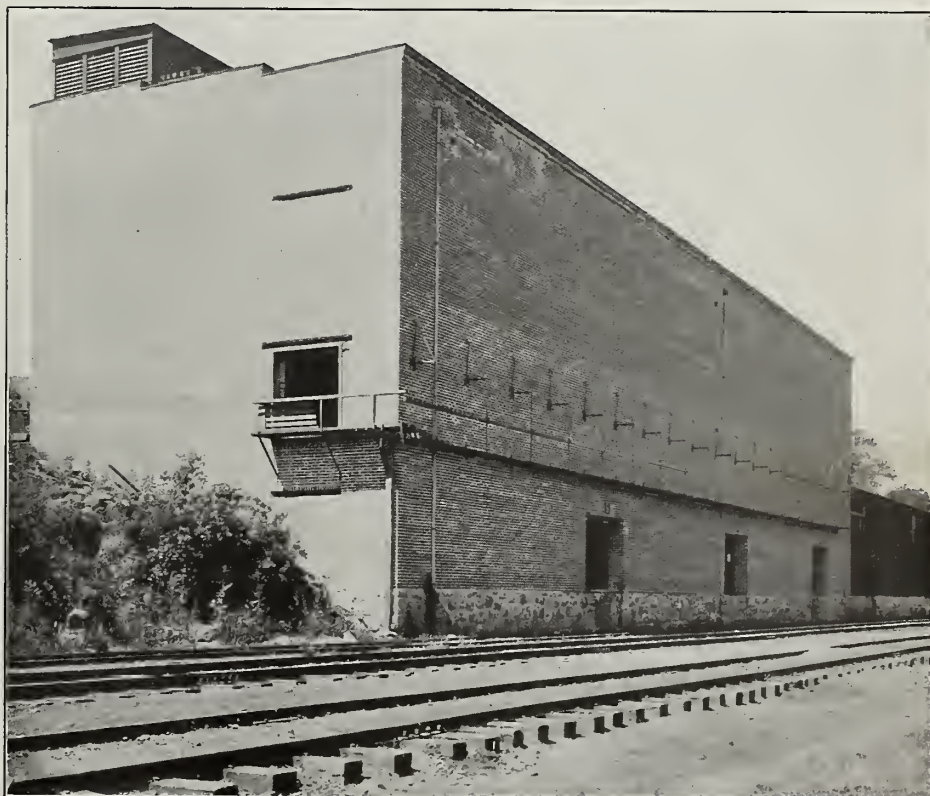
SOME FINE TYPES OF FRUIT GROWERS' TEMPORARY STORAGE AND PACKING HOUSES

forward, the covers adjusted and the cleats can be nailed easily. One will also want some kind of a machine for making the box. A common bench or table is generally used, on which a few cleats the width and length of the box are nailed. While these will answer the purpose very nicely where small amounts of fruit are being used, there is, however, no doubt but what the time is now at hand when all our large associations and large growers should have some kind of an automatic box machine.

Apple Packing—It is very common in our markets to see a splendid product ruined by packing, and we can safely say that no matter how good a product is if it be poorly packed the prices received will be disappointing. On the other hand, a second grade product, by attractive packing, may bring much better prices than would be possible to realize under ordinary conditions. The extra attractive package, in many cases, may mean only an outlay of a few cents a box. I have known cases where the outlay of a few cents amounted to a difference in dollars in the price of the package. There is no doubt but what all first class fruit should be put up in the best manner possible, and the second grade should receive much more attention than is commonly given. On the other hand, there is probably some of the second grades, and practically all of the third grades, which will not warrant much of an outlay. All fruit that is very small and imperfect in character would not warrant an extra outlay. A first class package means neatness, cleanliness, attractive advertising material, such as paper, lithographs, accurate packing and a box full of honesty. Our packages, as a rule, have been pretty well supplied with the latter, but we must remember that to maintain our past reputation we must continue to put just

as much honesty in a box in the future, and that we can lose in one season the reputation we have been working hard to gather for a series of years. Packing of fruit is a matter of practice. To be sure there are people who will never be able to do good packing. They may have defective eyesight. It is one of the chief drawbacks. To determine whether one will ever be a good packer the first thing to determine is whether he is a good grader. If he cannot grade well

he can never pack well. I believe we need to develop the packing school idea much more than we have in the past, and that we should determine whether people are qualified to put up certain packs. Especially can this be done where an association controls the fruit. If a man is unable to pack well he can be used in picking, nailing boxes or transferring fruit. In starting your pack the first thing is to be sure that your box is clean. One way to be always sure that boxes are clean is to never use them for anything but the packing of fruits. The packing boxes should not be used as orchard boxes. The box should be placed on some table or apparatus that will incline it slightly toward the packer. You are now ready for the lining paper. As a rule this paper is made slightly shorter than the box and about twenty-six inches wide. Two sheets are used, which will allow for a generous overlapping on both top and bottom, and also allow for a pleat to be made on the bottom corners. This pleat is very essential, as it allows for the bulge when the box is nailed, otherwise if the paper is not pleated and creased it will tear as soon as the box is nailed. To make this pleat catch the paper on the ends, thus making a fold, draw the paper quickly over the knee, thus creasing it. This crease is generally made about six inches from the end. These pleats will fit in the corners nicely. A good supply of layer paper should be on hand. This is generally blue and more or less of an absorbant nature. They act as pads and tend to lessen the danger from bruising and skin slipping; they soak up the extra moisture which may gather from sweating or bruising, and help to confine the decaying fruit so that it will not



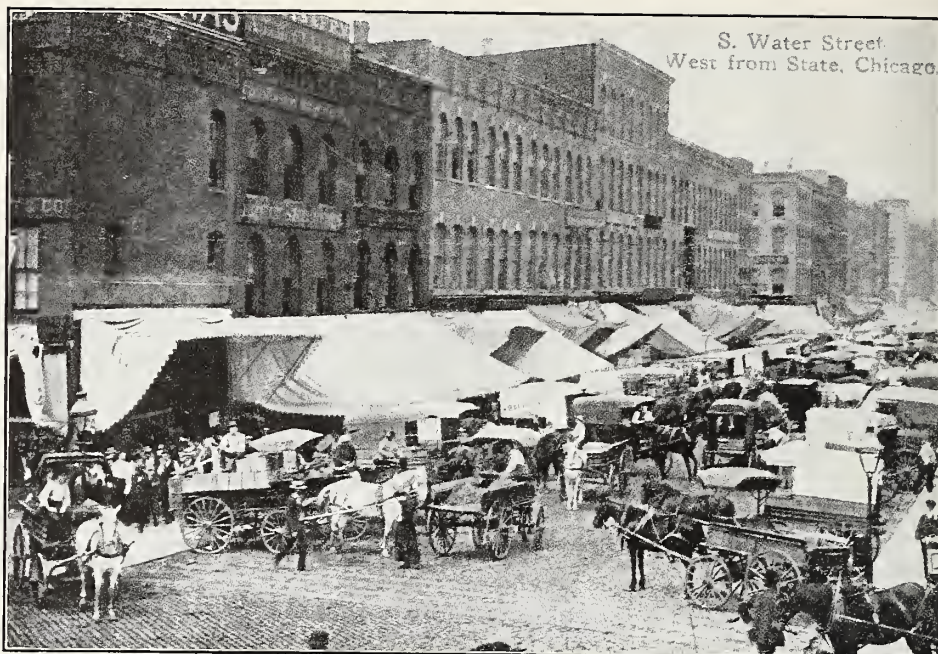
APPLE GROWERS' UNION ICE PLANT AND COLD STORAGE BUILDING AT HOOD RIVER OREGON

spread through the entire package, and, moreover, aids to convey to the buyer the thought that he has a superior article. Some markets are beginning to show a preference that boxes be packed without layer paper. This was noticeably true with some of the Chicago buyers the past season. I really believe this is an unfortunate preference, and that we can get practically as many apples in a box by using the paper and have the previously mentioned advantages. There should be a good supply of wrapping paper, especially for all the better grades of fruit. Eight by ten inches will answer for most sizes. On fancy grades it is well to have the name of the grower or association stamped or printed on the paper. It is not always necessary to wrap all the apples in the package with the stamped paper, but the two outside layers should be so wrapped. The paper can be nicely placed in little hoods that are made to clasp over the edge of the box. Some packers use a stall on the first finger or thumb to aid in picking up the paper. Very little time is lost in wrapping the fruit, as it is practically done with one movement. The bottom and top layer should be so wrapped and placed in the box that the smooth side is outward, so that when the box is opened a very attractive appearance is given to the fruit. By very little practice the trade marks can be made to show very neatly and eventually give the package certain "class." The wrapping paper tends to make a firmer package, guards against unnecessary bruising, tends to keep the apples better and gives a superior air to the package.

In regard to just how each pack is put up, the illustrations show that quite nicely and the accompanying table of commercial apple packs also helps one to solve this. The straight packs speak for themselves in a large degree, while with the diagonal packs, if you will remember, that the bottom layer is generally the same as the top and that the apples are generally started by putting in the first two or three apples in the left hand corner and then building up on these to the other end of the box. In starting your second layer you place the apples in that layer alternating with those on the one beneath. In this way the apples tend to take up the spaces, and when the box is nailed they adjust themselves without bruising. There are two kinds of packs, so to speak, the straight pack, in which the apples are placed in straight rows, and the diagonal pack, in which the apples alternate, and spaces are left at the ends of the box.

TABLE OF COMMERCIAL APPLE PACKS

Box	Tier	Pack	Apples in Row	Rows in Width	Layers in Depth	Apples in Box
Standard	3	Straight 3	5-5	3	3	45
Special	3	Straight 3	6-6	3	3	54
Special	3	Straight 3	7-7	3	3	63
Standard	3½	Diagonal 2-2	4-4	3½	4	64
Standard	3½	Diagonal 2-2	4-5	3½	4	72
Standard	3½	Diagonal 2-2	5-5	3½	4	80
Standard	3½	Diagonal 2-2	5-6	3½	4	88
Special	3½	Diagonal 2-2	6-6	3½	4	96
Special	3½	Diagonal 2-2	6-7	3½	4	104
Special	3½	Diagonal 2-2	7-7	3½	4	112
Special	3½	Diagonal 2-2	7-8	3½	4	120
Special	4	Straight 4	8-8	4	4	128
Special	4	Straight 4	9-9	4	4	144
Standard	4½	Diagonal 3-2	6-6	4½	5	150
Standard	4½	Diagonal 3-2	6-7	4½	5	163
Standard	4½	Diagonal 3-2	7-7	4½	5	175
Special	4½	Diagonal 3-2	7-8	4½	5	185
Special	4½	Diagonal 3-2	8-8	4½	5	200



SOUTH WATER STREET, CHICAGO, ILLINOIS

A part of the most famous fruit and produce street of any city in the United States. In this street the fruit wagons back in so closely together that there is not room enough left between for a silver dollar.

The diagonal pack is our preferred pack. It is more attractive and carries with less bruising. In packing one of the hardest things to handle is to get the proper bulge. There is a tendency at times to have this too great. This is especially true with the medium sized apples. In the large sized apples there is a tendency to have this too flat, and it is really very hard to be correct in many cases. Very small apples often give trouble in getting a good bulge. The building of the bulge becomes a matter of practice. The apples should come down flush with the ends of the box, gradually rising to the center with the bulge about three-quarters of an inch, but with most of our summer, fall apples and early winter apples it may be good practice to make the bulge greater. We are seemingly trying to adopt an arbitrary bulge, and experience will undoubtedly teach us that this bulge must be modified, according to the size and the keeping qualities of our fruit. Some varieties shrink much more than others. The bulge is simply an attempt to overcome the shrinkage. We must be careful to put in sufficient fruit in order that the buyer may get his money's worth, and get the bulge that will carry the fruit in nice condition to market. Those two points are the ones we should bear in mind continually.

When a standard box is used 96 and 112 are packed four tier, and 200 will pack five tier. 96, 104, 112 and 120 may be classed as four-tier apples, and 185 and 200 as five tier. 128 size, long Spitzbergers and Ben Davis, may be packed 125 to the box. Flat apples, like the Wagner, may be packed four tier by placing all on the side. Size of boxes, Oregon standard, 10½x11½x18 inches. California special, 10x11x20 inches inside measurement.

In our packing school, held in the Rogue River Valley last year, we were able to reduce the number of packs, and were more than able to pack all of the fruit in one box, namely, the Oregon standard box. The packing that we were able to do was good enough for commercial packs in practically all cases. The pack known as 125 was used



PACKING STRAWBERRIES

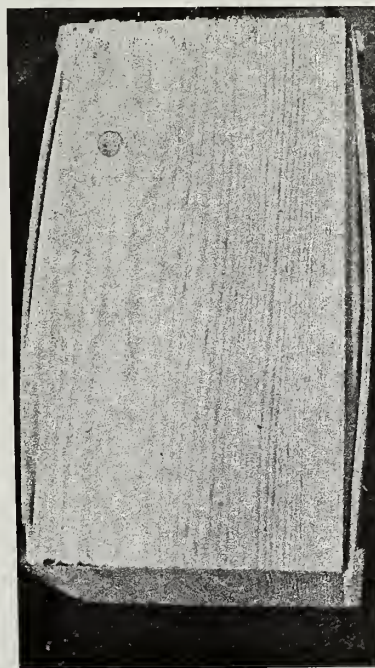


THREE BOXES OF FINE DIAGONAL PACK

instead of 128, and 135 was used instead of 144. It was difficult and impracticable to use layer paper on these two packs. Other than this there was little difficulty in putting the fruit all in one box. I believe we should so strive to pack our fruit as to use but one box. There are many ways in which packers can be handled. One thing that I believe tends to make good handling and packing of fruit is a method adopted by some of the largest fruit growing associations, namely, having the fruit packed by people other than those who grow it. The man who grows his fruit naturally is near sighted, and the worm holes appear in inverse ratio to the dollars he sees in sight. He is not really to blame for this because he simply has the natural attributes which often make defective eyesight. I believe that probably the best packing can be secured by hiring packers by the day and having most excellent supervision, not allowing one man to superintend too many packers. Where they pack by the box there is a great tendency, in the anxiety to make money, to be a little careless in their packing. Especially is this true where the supervision is not as strict as it might be. I would suggest in most cases that the foreman do no packing himself, but simply act as an overseer, constantly on the alert for imperfections.

Pear Packing—Most of the pears are poor keepers, and relatively short lived, and mature at a season of the year when it is imperative that they have fairly rapid handling. The shape of the pear is also such that the method of packing must be somewhat different from that given to apples. Pears are generally

packed from boxes, and these boxes are generally placed on benches in front of windows, sufficient room being set aside so that each packer can have a box for the fruit, one for culls and two or three boxes for various sizes, since practically no grading is done before the packer receives the fruit. Pears are in two grades, known as fancy and choice. At times a third grade is used, and should be used, known as special. Each grade in turn is divided into the fourth, fifth and sixth tier, although the sixth tier is very rarely used. The fancy grade should have pears of proper stage of ripeness, should be free from bruises, worms or worm stings, disease marks or any other defects. With the choice grade one is generally allowed to put in pears which are slightly misshapen or limb rubbed, or have worm stings which

SHOWING THE PROPER BULGE ON BOX
NAILED AND READY FOR SHIPMENT

have been heeled over. The fruit should be of the proper degree of ripeness and free from diseases of all kinds. The special would take the remaining grade. The size of the pear box is different than that of the apple, being generally about 18 or 18½ inches long by 11½x8½ inches inside measurements. The sides, top and bottom are generally made of one-quarter inch material, and the ends thirteen sixteenths inch. These boxes will hold about fifty pounds, but will vary from forty-eight to fifty-five pounds, according to the pack and grade of fruit. Most of our Oregon pears are four and five tier. The standard pear packs, showing the number of rows, the style of pack, number of pears in the box, as used by the Rogue River Fruit & Produce Association at Medford, Oregon, is given in the following table:

Tier	Row	Style	No. in Box
Five	4-4	3-3	120
Five	5-4	3-3	135
Five	5-5	3-3	150
Five	6-5	3-3	165
Four	4-4	3-2	80
Four	5-4	3-2	90
Four	5-5	3-2	100
Four	6-5	3-2	110



HANDSOME PACK OF APRICOTS

Grown by J. J. Sharp & Son, Wenatchee, Washington. Packed four tin-top baskets to the crate

WILLAMETTE VALLEY GRAPES PACKED
IN BASKETS READY TO BE LOADED INTO
THE CAR

Practically all our Oregon pears come within four and five tier, the sixth tier being rarely known. The sizes will vary, according to the variety. The largest size Comice bring better returns than the small sizes, whereas the middle size Bartlett seems to be the preferred pear of this variety. By the word "tier," in all our fruit, is meant a layer. Referring to the table, for example, taking the top figures, the fifth tier, it would mean that there were five layers, that the rows running from end to end in the box contain four pears each, and that the rows running from side to side contain three pears each. This we have termed as style. The number of pears in the box is 120. You will see by the table that the fifth tier pears are generally packed 3-3 style, although the rows may vary considerably in 4-4 or up to 6-5, while with the fourth tier pears they are virtually all packed 3-2, and run 4-4 to 6-5 in rows. There is more range in the size of pears put in the same box than there is with apples. The shape of the pear, method of ripening and the bulge that is placed on them will take up the extra space. In packing pears we allow for much greater bulge than we do for apples, since the shrinkage becomes much greater. Where the pears seem to be running a little light in weight it is generally a slight indication that your method of packing is wrong and that you are having too many large spaces in the box.

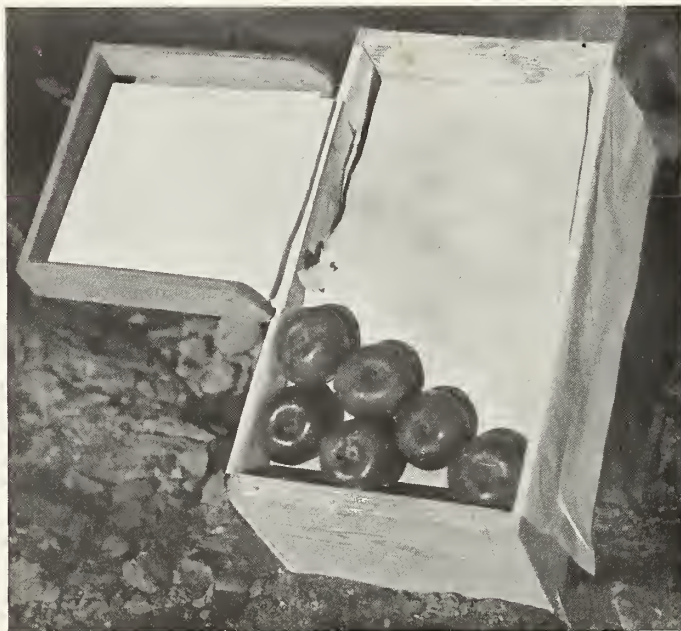
Peach Packing—Peaches are generally packed in boxes which measure 18½x 11½, and in depth varying from two and one-half to five inches. This range in depth allows for the accommodation of



FINE YAKIMA VALLEY ASSOCIATION PACK



A good label on the end of the box helps to make the package look more attractive, and the standard brand, after it is once known, is the greatest advertisement a community can have.



MANNER OF STARTING A DIAGONAL PACK, IF PACKED STEM END UP

Tray on side of box for holding wrapping paper. Shows the lining paper and the layer paper which should be put between each layer of apples, as well as on top and bottom.



CARLOAD OF APPLES, BRACED AND READY TO CROSS THE CONTINENT



FIRST-CLASS NAILING PRESS

the various sizes, as they are generally only packed two tiers in depth. The sides, top and bottom are generally made of one-quarter inch material, and the ends of five-eighths inch. Extreme care is required in packing peaches, as they are one of the most perishable of fruits. All picking utensils, such as baskets and pails, should be lined with burlap so that no injury will result to the fruit. While in some sections of the United States peaches are being graded by machinery most of our growers are still grading by hand. There are various terms used in packing peaches, such as extra fancy, fancy and choice. Unfortunately in many of the Eastern markets there seems to be considerable misunderstanding concerning the fancy and choice. In the Fruit Growers' Association at Ash-

land the term fancy is generally applied to those peaches containing 64 or less to the box. The "A" grade contains from 64 to 80 and the "B" grade from 80 to 92, all the fruit being free from fungus or worms. All these grades are carefully wrapped in paper. The remaining fruit is thrown into one grade for canning or pie purposes. All good grade peaches should be wrapped carefully, and must be placed very carefully in the box. One of the greatest cautions needed is to see that there is not too much space allowed between the fruit and the cover. One should never be able to move the fruit easily after it is once packed. Peaches that will rattle will not ship very far. The fruit should be kept in as cool a place as possible before shipping. I have seen loads of peaches

wait for hours on hot station platforms, and where these peaches were packed in a faulty manner the prices received must be very disappointing.

Apricots, prunes and European grapes are generally packed in baskets and crated. These baskets are generally eight inches square and four inches deep. The apricot requires even more care than the peach. In packing the prunes great care should be used not to remove the bloom, as this impairs the attractiveness. All these soft fruits of a perishable nature should be handled as rapidly as possible and under as cool conditions as practicable. For long shipments it may be that some form of pre-cooling or refrigeration will be devised before the fruit is loaded.

PICKING AND PACKING OF FRUIT IN GRAND VALLEY

BY A. B. CHANDLER, GRAND JUNCTION (COLORADO) FRUIT GROWERS' ASSOCIATION

FOR several years I have been in the fruit business, and during the last few years I have been fruit inspector for the Grand Junction Fruit Growers' Association of Grand Junction, Colorado, and it is my endeavor to give the readers of this paper some idea how fruit is picked and packed in the Grand Valley.

The main crop of peaches is the Elberta, so in describing the peach pack I will keep the Elberta in mind. We have several other varieties of peaches that pack a little different than the long, flat Elberta. When picking peaches they should be firm, well matured with a good color, but not soft in the least. Peaches should be picked as soon as they will leave the tree without breaking the stem from the tree or tear the meat of the peach when the stem is pulled out. They should come off good and clean. The peach box used here is in three sizes, in depth four inches, four and one-half inches and five inches; eleven and one-half inches in width and eighteen inches in length, inside measurement. There are three grades of peaches as to size, extra or 80, fancy or 90, choice or 108, and only one grade as to quality. All peaches should be perfect.

Choice is the smallest peach wrapped, and is graded in three sizes. By packing a 3x3 pack makes six rows across the box, with nine peaches long will make fifty-four peaches to the layer, or one hundred and eight to the box. Size 2, with six rows across the box, three rows nine long and three rows eight long will make fifty-one to the layer, or one hundred and two to the box. Size 3, with six rows across the box, eight long will make forty-eight to the layer, or ninety-six to the box. Plate 1 shows size three in the choice pack.

Fancy grade is packed same as the choice, except the rows contain less peaches. This grade is in two sizes. Size 1, with six rows, three rows eight long and three rows seven long, makes forty-five to the layer, or ninety to the box. Size 2, with six rows, seven long, will make forty-two to the layer, or eighty-four to the box.

Extra—Most of the peaches are extra, and they run from forty to seventy-eight

peaches to the box, and they are packed same as the choice and fancy, except the very large ones, and they are packed a 3x2 pack, with five rows across the box instead of six. There are nine packs of this grade: 1, six rows, three seven long and three rows six long, thirty-nine to the layer, or seventy-eight; 2, six rows, three rows six long and three rows six



PLATE 1—SHOWING SIZE THREE IN CHOICE PACK

long, thirty-six to the layer, or seventy-two; 3, six rows, three rows six long and three rows five long, thirty-three to the layer, or sixty-six; 4, six rows, three rows five long and three rows five long, thirty to the layer, or sixty; 5, five rows, three rows six long and three rows five long, thirty to the layer, or sixty; 6, five rows, two rows six long and three rows five long, twenty-seven first layer, two rows five long and three rows six long, twenty-eight second layer, or fifty-five; 7, five rows, two rows five long and three rows six long, twenty-five to the layer, or fifty; 8, five rows, two rows five long and three rows four long, twenty-two first layer, two rows four long and three rows five long, twenty-three second layer, or forty-five; 9, five rows, long, twenty to the layer, or forty. Plate 3 shows the side of the extra pack. Plate 4 shows two packs of extra Elbertas, one with seventy and the other with seventy-five to the box. This is an average pack for the extras. Plate 5 shows an extra pack with a few of the wrappers off to show the size of the peach. Same boxes as in Plate 4. All 3x3 packs vary six peaches to the box, and all 3x2 pack peach vary five peaches to the box. The Elberta is a long, flat peach, and is laid on its side lengthwise across the box, or the stem end of the peach to the side of the box, with the flat side of the peach down.

The time to pick pears is just as essential as peaches, but by the most of the

growers it does not get the attention it should. Pears should be picked just as soon as they turn from a dark green to light green. They should not be yellow in the least, or they will not ship to any great distance. If a pear is picked tree ripe it will be dry and mealy when ripe, while if it is picked just as it starts to turn, and wrapped in paper and stored away it will be fine and juicy when ripe. The pear box is eleven and one-half inches in width, eight and one-half inches in depth and eighteen inches in length, inside measurement. Pears are packed fancy or No. 1, choice or No. 2. Three sizes as to tier—four tier, five tier and six tier.

Six tier is the smallest pear wrapped, and there are very few so small, from two to two and a quarter inches in diameter. They are packed a 3x3 pack, six rows across the box six pears long, thirty-six to the layer or tier. Six tiers will make two hundred and sixteen pears to the box.

Five Tier—Most of our pears are five tier, and they average from two and one-quarter to three inches in diameter, and are packed in four grades as to size. Size 1 contains pears about two and one-quarter inches in diameter, and are packed a 3x3 pack, six rows across the box six pears long, thirty-six to the layer, with five layers or tiers, will make one hundred and eighty pears to the box. Size 2 contains pears about two and one-half inches in diameter, and are packed a 3x3 pack, six rows across the box, three rows six long and three rows five long, thirty-three to the layer, with five layers, will make one hundred and sixty-five to the box. Size 3 contains pears about two and three-quarter inches in diameter, a 3x3 pack, six rows across the box, five pears long, thirty to the layer, with five layers, will make one hundred and fifty to the box. Size 4 contains pears about three inches in diameter, and is packed a 3x3 pack, six rows, three rows four long and three rows five long, twenty-seven to the layer, with five layers, will make one hundred and thirty-five to the box. Plate 6 shows the proper amount of bulge for a fancy five-tier pack. This box contains one hundred and fifty pears



PLATE 3—SHOWING SIDE OF FANCY PACK



PLATE 4—SHOWING TWO PACKS OF EXTRA ELBERTA PEACHES



PLATE 5—SHOWING AN EXTRA PACK

(Bartletts) and it weighs about forty-five pounds gross. Most of the pears grown here are Bartletts, but all other varieties are packed in the same way. Plate 7 shows the top of the box. Note how much higher the pears extend above the top of the box before it is pressed and nailed up.

Four Tier—This pear measures three inches in diameter and up, and is packed a 3x2 pack, five rows across the box, six long, thirty to the layer, with four layers, will make one hundred and twenty to the box. Size 2, with a 3x2 pack, five rows across the box, three rows six long and two rows five long, will make twenty-eight to the first layer; three rows five long and two rows six long will make twenty-seven to the second layer, fifty-five in two layers, one hundred and ten in a four-tier box. Size 3, with a 3x2 pack, five rows across the box, five pears long, twenty-five to the layer, with four layers, will make one hundred to the box. This takes a very large pear, such varieties as the Duchess, Clairgeau and Idaho.

In picking our apples we are just as careful as we are with our peaches and pears to get them at just the right maturity so they will cold storage to the very best advantage. They must be well matured with a good normal color, but not tree ripe in the least. The apple box is eleven inches deep, eleven and one-half inches wide and eighteen and one-

sixteenth inches in length, inside measurement. Apples are not wrapped as peaches and pears, but are packed a 3x2 pack with the stem down, which makes the face of the box when opened. The second layer is placed in the open space of the first layer, and so on. This makes a diamond or diagonal pack.

There are two grades of apples, extra fancy or No. 1, extra choice or No. 2. Extra fancy should be absolutely free from worms, should not be less than two and one-half inches in diameter, shapely in form, normal in color. They should be layered through the box so as to make about one-half to three-quarters of an inch bulge on both top and bottom. Extra choice may contain worm stings, but not wormy apples. Also light colored and slightly bruised apples, and they should not be less than two and one-quarter inches in diameter.

The fruit of all kind is picked and packed, and when taken to the fruit associations's different warehouses is inspected. The grower then receives a receipt for the number of boxes in his load. The association then ships in iced cars, putting several growers' fruit together. Most of it is sold f.o.b. Grand Valley, and when the returns come in the grower gets what the fruit sold for less five per cent, which goes to the association for loading and selling. There are a great many growers who do not have enough of any one variety to ship a car themselves, but if they have enough of one variety, as a few have, they are at liberty to ship a car of their own. One association in the valley has over 1,200 members, and no one can be a member unless he is a grower.

Plate 8 shows the packing shed owned by the association, located at Palisade. This Peach Growers' Association ships from seven to ten cars a day during the rush in Elbertas. Plate 9 shows one of the foot power graders in the packing shed of the Peach Growers' Association at Palisade. Plate 10 is a packing and nailing up scene. Plate 12 is a picture of the Grand Junction Fruit Growers' Association's branch at Palisade,



PLATE 6—SHOWING PROPER AMOUNT OF BULGE FOR FANCY FIVE-TIER PACK

showing the wagons lined up waiting their turn to get up to the platform to unload. Plate 13 is one of the Grand Junction fruit growers' inspectors inspecting peaches at the Palisade branch. Plate 14 shows the way the peach crop is handled after it is unloaded from the wagons to the platform. Plate 15 shows a car of extra Elberta peaches at the Palisade branch of the Grand Junction Fruit Growers' Association, just about loaded, for the New York market.

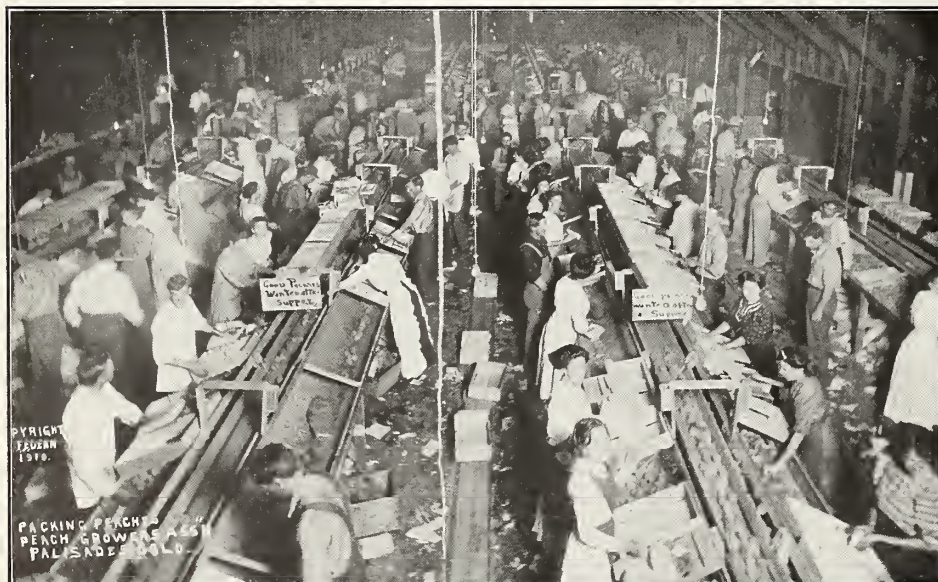


FAIR DATES OF THE NORTHWEST

California State Fair, Sacramento, August 26-September 2.
 Southern Oregon District Fair, Medford, August 29-31.
 Annual Fair Linn County Fair Association, Scio, Oregon, August 29-September 1.
 Centralia, Washington, August 28-September 2.
 Annual Fair Lane County (Oregon) Fair Association, Eugene, September 4-9.
 Vancouver, B. C., September 4-9.
 Portland, Oregon, September 4-9.
 Seattle, Washington, September 4-9.
 Oregon State Fair, Salem, September 11-16.
 Pendleton, Oregon, September 11-16.
 Walla Walla, Washington, September 18-23.
 Washington State Fair, North Yakima, September 25-30.
 Nelson, B. C., September 25-30.
 Dayton, Washington, September 25-30.
 Annual Douglas County Fair, Roseburg, Oregon, September 26-30.
 New Westminster, B. C., October 2-7.
 Interstate Fair, Spokane, Washington, October 2-7.
 Annual Fair Valley Fair Association, Puyallup, Washington, October 3-7.
 Lewiston, Idaho, October 9-14.
 Boise, Idaho, October 9-14.
 Annual meeting Oregon Wool Growers' Association, Baker, November 14-15.
 Fat Stock Show, Lewiston, Idaho, December 12-14.



THE MCKEESPORT TIN PLATE COMPANY.
 McKeesport, Pennsylvania, the largest independent manufacturers of coke tin plates, which are used by fruit and fish canners, announce the opening of their Western sales office at No. 315 Monadnock Building, San Francisco, and the appointment of the A. C. Rulofson Company, as their exclusive Pacific Coast agents. The standing of all parties connected with this deal is an assurance that any business entrusted to them will be handled in a satisfactory manner.



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PLATE 8—PEACH GROWERS' ASSOCIATION PACKING SHED AT PALISADE



Copyright 1910, F. E. Dean, Grand Junction, Colorado

PLATE 9—FOOT-POWER GRADER IN PACKING SHED OF THE ASSOCIATION AT PALISADE

EUROPE VIEWED THROUGH AN EXPERT'S EYES

CONCERNING his impressions from a recent trip through Europe, Mr. Horace W. Day, of Sgobel & Day, 235-288 West Street, New York, writes interestingly for the readers of "Better Fruit" as follows:

During my trip to Europe, covering two months, I naturally looked into the apple situation in England and France, and was surprised at the situation existing and the ideas of many of the dealers. Naturally, having exported apples for account of our many friends on the Pacific Coast for so many years I was anxious to see how the business was handled, and so I went over the ground both in Liverpool and in London very thoroughly.

In Liverpool a few boxes of each mark or kind are taken to the auction room, where nineteen-twentieths of all the fruit which arrives in Liverpool is sold, and is exhibited to the buyers, the fruit being delivered from the wharf. In this auction room all of the brokers (we call them auctioneers here) sell, and they rotate daily, the attendance was quite large, buyers from most every section in Great Britain (excepting London) being present, and while the consumption of apples in the City of Liverpool is always heavy, it being a very favorite fruit with the English people, a full share of all the arrivals are scattered at once all over Great Britain, thus making a fine distribution. I saw very few fruit stores such as we have here devoted entirely to the selling of green fruit, but the apples go into prompt consumption all the same.

At London it was different. There are two selling sections there—Monument Yard and Covent Garden. In the former about five of the prominent brokers (auctioneers) rotate, selling in the one auction room, as is done in Liverpool, but owing to great lack of wharfage and the fact that London is an inland city many miles from the English channel, it makes it necessary to bring the apples

to store, but they are sold from samples, and the attendance at the sales was very large. While I was there the Tasmanian apples were arriving heavily, and were being sold both at Monument Yard and Covent Garden. At the latter place the auctioneers sell in the same room, but it is an immense one, and I heard several of these auction sales going on at the same time, which did not seem to me at all advisable, and I urged the receivers to get together and rotate their sales from one stand. In fact this was done by several of them, but others were still not agreeable. To my mind it made confusion, especially as they seemed to be very noisy. The samples were on show, but the attendance at each of the auctions which were going on seemed to me quite small. I saw a good many boxes of Newtowns from Hood River and the Rogue River Valley, as well as a few red apples from Washington, but must confess that few of them looked very attractive, and the general complaint was they were too large this season, and almost all were spotted. The Tasmanian apples were in very heavy supply, but owing to very small crops of home-grown fruits they were commanding big prices, say three dollars to four dollars a box, and, remembering no duty, it left fine profits for the growers in Tasmania. Some of these apples are very handsome, but the great bulk of them are of varieties unknown in this country and, to my mind, rather unattractive in appearance. The selection and packing was not very good; naturally so, remembering the immense number of growers, each with his own idea as to how the apples should be handled. However, I am told that this is improving all the time, as is to be expected. I saw some very beautiful Jonathan apples and a few fine Rome Beauty, but even those were not as handsome as the same variety grown in this country, possibly because the selection had not been as carefully attended to. I must confess that the flavor of these

Tasmanian apples is fine, just like an apple fresh from the tree, when properly ripened on the tree. I was told that perhaps 700,000 boxes of these apples would go to England this season, and the trade is growing rapidly. London is a magnificent place, perfectly huge and with about seven millions of people, and no wonder the consumption of apples is very heavy.

Then I went over to Paris, and the comparison was really ridiculous, if I may use the word. The only apples that I saw had been grown in Southern France in the fall and had been kept in cool places, but not under refrigeration. They were of full size, well shaped, bright yellow color and very waxy in appearance. How they tasted I do not know, because in every restaurant, fruit store and in the midnight to 4 a. m. dance halls the universal price was one and one-half francs per apple—say thirty cents. I was told that the flavor was very fine, and it must have been to have induced the French people to pay such a price. All fruit was extremely high—big hothouse peaches, beauties, and handsome large nectarines (also hothouse) were eight francs, or \$1.60 each, while French melons, somewhat resembling our finest cantaloupe, but quite large, ranged in price from ten to thirty francs per melon—say \$2 to \$6 each. Think of it! They generally serve them in slices. These unheard of prices caused me to interview the largest apple house in Paris as to why it was not possible for us to sell them carloads of apples—fine Oregon and Washington Newtowns if they do not want red apples—at a price which would have permitted them to be sold around the streets at eight to ten cents each and still make good money. I was told that the French people are very clannish and prefer fruit grown in France, and when I pinned my friends down they said they



PLATE 7—SHOWING THE TOP OF THE BOX



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 PLATE 14—SHOWING THE WAY THE PEACH CROP IS HANDLED AFTER IT IS UNLOADED FROM THE WAGON TO THE PLATFORM

thought possibly one carload, or perhaps two carloads, of apples might be sold in a week in Paris. Remembering that there are about two and one-half millions of people in that city this made me shake my head in wonderment. On my return to London, by the way, I was told that a certain enterprising house there intended to open up the Paris market on apples this year, and I was glad to know it.

I saw no fruits of consequence in the other sections I visited, Monte Carlo, Nice, Milan, Venice (where they had the cheek to ask me ten francs, or two dollars, for a half of a deliciously fresh cold lobster) or in the three points on Lake Geneva. I was told that through the regular fruit season all fruits are fairly reasonable in France, but what struck me forcibly was that such exaggerated prices could be obtained, no matter how fine the fruit was, from December to May.

Alluding to Tasmanian apples, it will interest your readers to know that about

one thousand boxes were taken out of one of the cargoes arriving in Liverpool and sent here—New York Pippins, Scarlet Pearmaines and Sturmer Pippins—and they were auctioned here about a week ago, but averaged only about \$1.50 per box, although a few very handsome Rome Beauties sold at \$2.10. Naturally, coming into a heat of about 100 degrees and at this bad season of the year for the consumption of apples (our people, of course, preferring peaches, berries, cantaloupes, etc.) the result was very bad. The freight is, of course, heavy, coming under refrigeration Australia to England and England to New York, and the duty equals about twenty-five cents a box. Another two thousand boxes are due here in a few days, and all these apples come to the representative of the Tasmanian Apple Growers' Union, who arrived here some two weeks since. The second lot, I am told, will not be auctioned. England, France and Italy are fine, but New York is good enough for me.



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 PLATE 12—GRAND JUNCTION FRUIT GROWERS' ASSOCIATION BRANCH AT PALISADE



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 PLATE 10—PACKING AND NAILING SCENE AT PALISADE, COLORADO

THE RICHARDSON-HOLMES & LAMB COMPANY of Los Angeles, California, successors to the Richardson & Holmes Fruit Company, commenced business in 1905, and have steadily grown until they are now one of the largest and best equipped fruit and produce houses west of Chicago, handling for the year of 1910 over one thousand straight cars of fruit and produce. This company is located in the heart of the fruit and produce district in the city of Los Angeles, and has every facility for receiving and shipping; also has first class cold storage warehouses, and is fully equipped to handle large quantities of apples. The California Bellflower and Pippin apples are the largest sellers in the Southern California market, but there is a large demand for Northern and Eastern Jonathans, Winesaps, Spitzenbergs, Rome Beauties and Baldwins. The apple prospects for the coming season are the best in the history of Southern California. This industry has grown so in this section that the City of Los Angeles has become known as one of the largest apple distributing points in the world, bringing apples from all the districts west of the Mississippi.

THAT special agricultural high schools should be established in every state in the Union is the contention of Dr. A. C. True, director of United States Experiment Stations, who lectured on the subject recently at the Oregon Agricultural College. "Every state would do well to establish special agricultural high schools," said Dr. True. "They would be able to render important service, too, in preparing teachers for the agricultural courses in the other high schools. It is not an isolated movement. It is simply along the same line with other movements, much as the scientific management of all business."

CAMPAIGN AGAINST TARIFF FINANCED IN EUROPE

SPECIALY CONTRIBUTED TO "BETTER FRUIT"

SOME phases of the tariff revision war are peculiar and almost humorous. When the Payne-Aldrich bill was under discussion the most insistent demands for reduction of duties were voiced by the importing interests, which naturally have no sympathy at any time with American industries or American labor. In the present fight certain importers have sought and obtained the co-operation of foreign producers, who are submitting to a tax for the creation of a fund with which to fight protection in its lair and to influence legislation in Washington. It is a fact well known now that speculators in Palermo, Sicily and in New York City have joined hands to secure a reduction in the lemon tariff, which in 1910 paid into the United States treasury the very respectable sum of \$2,233,527.87, as compared with collections of \$1,351,758.88 for 1909, the year before the new tariff went into effect. As a tariff producing a substantial revenue this appeals to conservative Democrats, while as a measure giving reasonable protection to a growing home industry it is favored by Republicans and protection Democrats alike. The consumer does not suffer by it. On the contrary, he is benefited by competition, which would not exist if the tariff were wiped out or reduced to a figure which would not allow the American lemon growers to exist, or which would keep them out of the New York market. With no tariff, or an inadequate one, the American growers would hardly be able to sell their fruit east of the Alleghanies. This would give the Sicilian fruit an absolute monopoly of that section of the United States by reason of the lower price at which it can be produced, and the cheap ocean freight rate to New York. As the business is in a very few hands, combined under a close working agreement, and as it enjoys further the protection of the Italian government to an extent which

practically offsets the benefits derived in this country from the tariff, the New York price could, and would, be kept at a figure limited only by the rapacity of the importers and the ability of the public to pay. Any attempt by the American growers to invade the Eastern markets could be met, as in the past, by a temporary reduction in prices which



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PLATE 15—CAR OF EXTRA ELBERTAS BEING LOADED FOR NEW YORK MARKET

would drive them back into their limited Western territory with severe losses, after which the prices would again advance for the benefit of the importers.

Here is a stake worth playing for. It is for this that the Sicilian growers are giving up an assessment which has ranged from four cents to ten cents on every box of lemons shipped to the New York market. It is for this that they are vociferously demanding the reduction or abolishing of the lemon tariff. It is for this that they are hiring lawyers and lobbyists to try to influence legislation. It is because of this meddling with American legislation that the names of certain congressmen, who are held to be friends of the Sicilian lemon growers, are spoken freely in the home of the Camorra and the Black Hand, and that they are referred to as friends of the alien rather than as representatives of American industry.

With a well financed campaign like this, aimed at an American industry, it became necessary for the lemon growers to defend their commercial existence. Through their mutual organization they employed the foremost expert in their line in the world, G. Harold Powell, whose investigations for the Department of Agriculture in California, Spain and Sicily demonstrated his high standing as a practical scientist. It was decided to procure detailed figures showing the cost of producing lemons in California, and also to procure full data regarding the industry in Sicily, Italy and Spain, although the latter country does not figure largely in the production of lemons for export. Mr. Powell has just returned from his tour of investigation, and while he has not collated his data he is in a

position to substantiate all that he has said previously regarding the cost and conditions of production abroad. Mr. Powell sailed April 18th for Europe, accompanied by Frank F. Chase, vice-president of the National Orange Company of Riverside, California, and one of the best authorities in the world on the orange and lemon. Mr. Chase's intimate, practical, as well as theoretical knowledge of irrigation engineering, and on every phase of the industry, constituted him an expert and supplemented the practical and scientific knowledge of Mr. Powell, so that the investigations made by them had all the value of a dual inquiry. They studied the industry in all of the important lemon producing sections of Sicily and Italy, took numerous photographs and found that they were able to determine the variations in the difference of cost of production, cultivation, irrigation, fertilization, yields of trees, number of trees per acre, value of properties, cost of equipment and all of the factors entering into the problem. They also determined the cost of transporting the fruit and the variations in the cost of getting it from the groves to the steamships. Mr. Powell's investigation two years ago for the government had made him thoroughly familiar with all the details of the business, and the growers and shippers, appreciating this fact, extended him every courtesy and opportunity to study the industry from all standpoints.

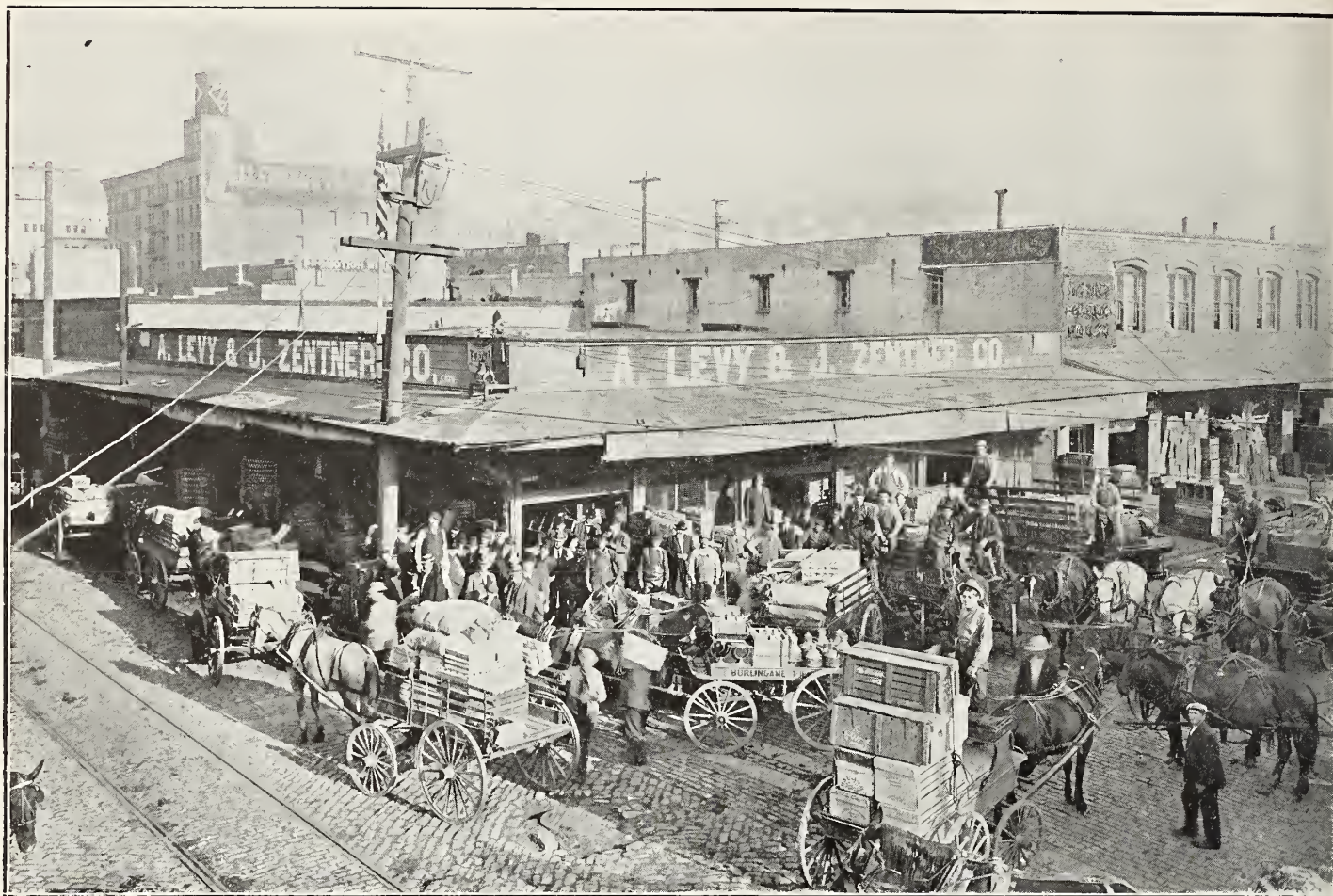
The most striking thing found by the investigators was that no two groves or shippers gave the same figures as the basis of cost. This is doubtless due to the fact that the groves vary in size from a few trees to groves containing hundreds or thousands of trees. The cost often represents but little more than the



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PLATE 13—INSPECTING PEACHES AT THE PALISADE BRANCH



H. M. GILBERT
President Richey & Gilbert Company
Toppensh, Washington



ONE-STORY FRAME STRUCTURES ERECTED IN SAN FRANCISCO, CALIFORNIA, IMMEDIATELY AFTER THE FIRE OF 1906, OCCUPIED AT PRESENT BY THE WHOLESALE FRUIT AND PRODUCE TRADE

This particular corner is the busiest corner in San Francisco's immense fruit district and is occupied by the A. Levy & J. Zentner Company, without exception the heaviest dealers and distributors in that metropolis.

value of the labor of the family that cares for the grove. The greatest variation was found in such items as the cost of gathering the crop. Sometimes this would vary one hundred per cent in different localities. An important factor in the situation is the protection extended to the industry by the Italian government through the citrate of lime monopoly. Twenty per cent of the entire crop is converted into citrate of lime and the government guarantees a minimum price, thereby materially affecting the price of the fruit exported to the United States. It acts practically as a bounty on the price of the fresh fruit, and in that way the Italian government does practically the same thing this government does through a customs tariff.

Mr. Powell secured a large amount of data from Rome and from the various experts in Italy on lemon and orange culture. He found that the lemon industry is now in a very flourishing condition there. Lemons constitute the most profitable crop in Italy and Sicily, and the growers are prosperous. The price of lemons to the grower is higher now than it has been for years on account of the great growth in the demand for lemons all over Europe. Lemon exporters at Palermo told the Americans that the European market is expanding rapidly and that new markets are opening up every day. With the increased demand, the damage to the crop by frosts and

wind storms has resulted in an abnormal increase in the price. There is a tendency in New York, Mr. Powell found, to attribute the higher prices to the Payne-Aldrich tariff, but the tariff on lemons has had no adverse effect on the business in Sicily, where the exports are heavier than ever before. For the year following the enactment of the Payne-Aldrich bill imports of lemons into the United States were 25,000,000 pounds in excess of the importations for the previous year, and it is probable that the imports for this year will equal those for last, as lemons are coming over in unprecedented quantities.

As has already been stated, Mr. Powell found in Palermo a very vigorous organization which is collecting funds and sending them to the United States to be handled through the American-Italian importers. The existence of this fund is no secret in Italy, and its purpose is known and understood by everyone. Prior to May 1 this money was collected by the American importing interests. A change was made in the place of collection on account of the difficulty of making the collection in New York. Mr. Powell learned in Palermo that the collection of the fund is provided for in the steamship rate. The rate was raised to cover the amount of the assessment for the fund, and the amount of the increase is rebated and paid into the anti-tariff campaign fund with which the foreign

interests are seeking to influence public sentiment and to effect legislation in congress.

That there is a big difference between the cost of labor in this country and in Europe was fully proven by Mr. Powell's inquiries. He learned that labor is about one-third to one-fourth as dear in Italy and Sicily as it is in California, while the cost of handling the fruit is only one-half to two-thirds as expensive, and the cost of transportation is about one-third as great as it is in this country.

Another proof of the fact that foreign interests are back of the fight on the lemon tariff is the activity of Congressman Francis Burton Harrison in the fight for the importers. He comes from the "push-cart" district, and the Italian push-cart men are completely dominated by the importing interests. Moreover, Harrison has said that three hundred politicians in New York have petitioned him to have the duty lowered. The importers are very active and are circularizing the trade through their New York office, but the nature of the campaign is well understood in Washington.

SITUATION WANTED

-By young man of 30 as foreman or horticulturist for some company. Had some college and many years of practical training. Can handle help to best advantage. References. F. W. SABRANSKY, care "Better Fruit."



ONE OF THE WAREHOUSES OF ROGUE RIVER FRUIT AND PRODUCE ASSOCIATION

ROGUE RIVER FRUIT AND PRODUCE ASSOCIATION

THIS association was incorporated in April, 1910, with over half of the capital stock of \$50,000 subscribed. The whole of the Rogue River Valley from Grants Pass to Ashland was interested to the extent of subscribing this capital, thus putting the association on a good financial basis. The association owes its existence to the fact that the growers saw the absolute necessity of combining their interests if the chaotic, unintelligent handling and marketing of fruit was ever to be overcome. The immense acreage about to come into bearing made organization of work and grading of fruit of prime importance. A distinctive feature of the association is the fact that the large shippers, as well as the small, are connected with it, and doing their business through it.

During 1910 the association shipped ninety cars of pears and two hundred and twenty cars of apples, this being nearly seventy per cent of the output of the valley. This season the shipments will be one hundred and eighty cars of pears out of two hundred shipped from the valley, and sixty out of seventy cars of apples, this being a short year on apples. Instead of a selling agency for the distributing and marketing of fruit, this association aims to be a part of the producing end, its definite function being the preparation of the fruit for the market, making it a distinct business to pack, grade, supervise, assemble, inspect, secure uniformity and ship the fruit. The packers of the valley are organized thoroughly, and the association assumes the responsibility for the pack, no grower being allowed to pack his own fruit. We have eliminated the "farmers' pack" entirely, and are in a position to guarantee every box of fruit shipped.

Distributing and selling fruit cannot be made a side issue to anything. When we are large enough we shall probably have our own marketing organization, but in the meantime we employ the highest class selling agencies, with the most comprehensive facilities for covering

every market, to distribute our fruit for us, having abandoned definitely the haphazard method of consigning to whatever market we happen to fancy at the moment. The Northwestern Fruit Exchange distributes our apples and Stewart Fruit Co. our pears.

All that has been said of the Rogue River pear is true; no section approaches us either in flavor or keeping qualities. We top all markets because we have the quality. The only possible objection to Rogue River pears is that there are not enough of them, but the quantity is steadily increasing, and in a few years every city can have enough. The Rogue River Bartlett is as good in London as it is in Chicago—it will carry half way around the world in first class shape. The Howell, one of our specialties, is growing in favor, and we can always sell our crop many times over, as is the case with our long-keeping, honey-flavored Winter Nelis. The Bosc, of unbeliev-

ably fine flavor, is demanded in ever larger quantities. The large, smooth Anjou, so eagerly sought, is not yet plentiful enough for everybody to have a few, and crowds our Comice, king of all pears, in price every year. Nothing equals the Comice; it is the finest fruit that ever grew on trees, and if you have not eaten one there is a gastronomic experience par excellence waiting for you. We do not get ten dollars for all of them, but every season someone thinks that much of a few cars. Our other special product is the Yellow Newtown; and while the British and New York markets take all we can produce now, the time is close when we shall have enough to introduce it to all American markets; it is "the autocrat of the breakfast table" and the best keeping apple grown. Our Spitzenbergs, Jonathans and Ben Davis really class by themselves, and no one who has eaten them can ever forget. With such products as we raise, our growers cannot afford to put them on the market in any but first class shape, and we expect to maintain our reputation with the best fruit and the best packing in the Northwest.—K. S. Miller, Manager.

AN EXPOSITION THAT WILL EXPLOIT AGRICULTURAL DEVELOPMENT

NO exposition ever held was so interesting or valuable to the agricultural interests as the one to be held in San Diego, California, in 1915 promises to be. Few persons have any realization of the vast work the government has been doing in recent years in increasing the value of the products of the soil. It has been spending millions—yes, hundreds of millions of dollars in irrigating arid lands, in reclaiming lands that had been classed as worthless, in conserving the forests and in showing how the best could be made of the land by farming, stock raising, bee keeping, taking care of the forests and in re-foresting burned-over or waste land.

The Panama-California Exposition, to be held in San Diego to celebrate the opening of the Panama Canal, will run a full year, as the equable climate makes this possible. The Panama-Pacific Exposition, to be held in San Francisco, also in 1915, will be kept open six months. The two expositions will be supplementary to each other, but the San Diego exposition will have many features never before seen in such a show, and it promises to be equally as interesting in its way as the exposition by the Golden Gate. San Diego has about \$2,500,000 to spend on its exposition independent of county aid or the expenditures of foreign countries. The latter probably will include the Latin-American Republics, and possibly China and Japan. The style of architecture will be wholly of the Mission or Spanish Renaissance type. All buildings will be permanent. The site of the exposition is Balboa Park, in the center of San Diego, containing fourteen hundred acres. In it will be the finest exhibit of floriculture and aboriculture ever seen in the world. Millions of plants and trees are now being propagated for this purpose.



K. S. MILLER
Manager Rogue River Fruit and Produce Association

TRIAL SHIPMENTS OF PEACHES TO GREAT BRITAIN

BY J. A. RUDDICK AND W. W. MOORE, DEPARTMENT OF AGRICULTURE, DAIRY AND COLD STORAGE BRANCH, OTTAWA, CANADA

THIS department, in 1897, made trial shipments to Great Britain of about 7,000 cases of tender fruits, of which over 1,400 cases were peaches. As a result a good deal of valuable information was obtained and placed before the shippers and growers in the peach belt. During the past three years, in order to encourage the shipment of tender fruits to Great Britain, the department has reserved cold storage chambers on the steamers and guaranteed the earnings thereon so that shippers of small lots might be accommodated and have their fruit carried at a proper temperature, and at the regular rates. With the same end in view, the department also agreed to pay the icing charges up to five dollars per car on all shipments of early apples and tender fruits received at Montreal for export in cold storage from August 1 to October 1 in each year. During the past four years small lots of peaches, grapes, etc., have been sent to various parts of Europe for exhibition purposes with most excellent results. While the action of the department in respects stimulated the shipment of early apples and pears it had no appreciable effect on peach shipments, for the reason that the opinion was pretty generally held that it was not possible to ship our peaches to Great Britain on a commercial scale and land them in good condition.

Owing to this apparent disinclination on the part of shippers or growers to forward such quantities as would thoroughly test the market, it seemed advisable that this department should make a few trial shipments in 1910 in order to procure accurate data respecting the proper degree of maturity at picking time, the best method of packing and proper temperatures during transportation, especially as the acreage under peaches in Ontario has been rapidly increasing in recent years. If shipments are made by private individuals or firms such information is not readily available for the general public. The extension of markets for farm products is one of the chief duties assigned to the dairy and cold storage branch of the department and its organization, including the cargo inspectors at Montreal and at ports in Great Britain, along with the iced car services and the specially reserved refrigerator chambers on the steamers, permits of such work being undertaken with little extra expense or interference with other duties. An appropriation was secured for the purpose during the session of 1909-10, and the preliminary arrangements were completed early in the month of June.

The St. Catharines Cold Storage and Forwarding Company, Limited, St. Catharines, Ontario, agreed to furnish the peaches and pack them as directed for a guarantee equal to the local market price plus the cost of the special packing and package. It was understood that if the net returns were more than the amount guaranteed the excess should go to the growers. As soon as this agree-

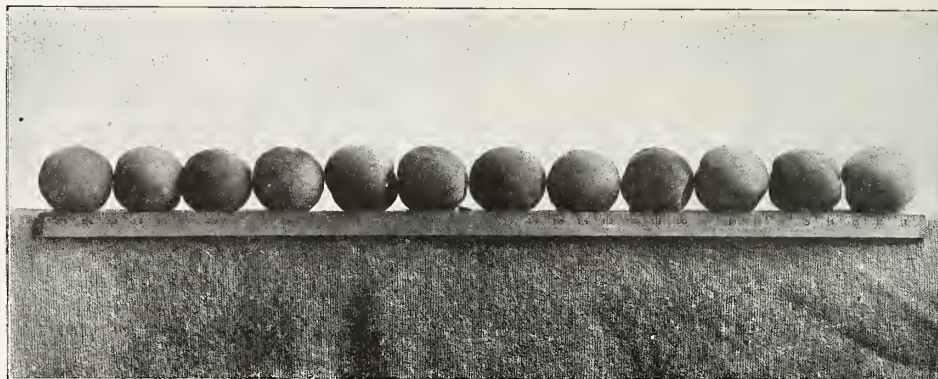
ment was reached some of the principal fruit brokers in Great Britain and the cargo inspectors for the department at Liverpool, London, Bristol and Glasgow were advised that trial shipments of peaches would be made by the department in September and October, and they were asked for full information as to the quantity which it would be advisable to ship. Following is a copy of a letter addressed to Messrs. George Monro, Limited, London, and their reply thereto:

Ottawa, Ontario, June 2, 1910.

Messrs. Geo. Monro, Limited, London England.

Dear Sirs: In October, 1908, the Canadian commissioner at the Franco-British Exhibition sent you sample cases of Canadian grown Elberta peaches, which you reported as arriving in extra good condition compared with others of the same variety. The present prospects are for a good crop of peaches in Canada this year, and I have been authorized by the minister of agriculture to encourage the shipment of peaches to Great Britain. I propose to purchase from the growers Elberta peaches and have them packed in single layer cases, surrounded with wood wool, each peach wrapped in paper. We could forward these in lots of any quantity up to 1,000, or more, cases. Would you care to accept consignments of these peaches, and, if so, about what quantities do you think it would be advisable to send? If you are

each shipment would give a fair test of the market. After hearing from the different correspondents it was decided to make shipments during the weeks ending September 17 and 24 and October 1, to London, Liverpool and Glasgow, and one shipment to Bristol on September 15; part of the Liverpool shipment to be forwarded to Manchester and Leeds, and a portion of the Bristol lot to go to Cardiff and Birmingham. This plan, it was expected, would thoroughly test the leading markets with the least expense and the least risk of delay in transit, and in accordance shipments of single layer boxes were made as follows: September 15, to Bristol district, Bristol 50, Cardiff 25 and Birmingham 24, a total of 99 boxes; September 16, to Liverpool district, Liverpool 51, Leeds 12 and Manchester 12, a total of 75 boxes; September 17, to Glasgow 93 and to London 150 boxes, making a total for the first week of 417 boxes. September 24, to Liverpool district, Liverpool 102, Leeds 24 and Manchester 24, a total of 150;



A YARD OF ELBERTA PEACHES

favorable to the proposal I would be glad to have you make any suggestions, which may occur to you from your experience, as to how the peaches should be packed and the cases marked. We can have the cases printed or use paper labels, whichever is considered to be the most practicable.

Yours very truly,

J. A. Ruddick, Commissioner.

On June 13 Messrs. Monro replied as follows:

We are in receipt of your letter of the second instant in reference to sending peaches. We remember the lot we received in 1908, which were delivered to us in exceptionally good condition, and met a very good market, as English were short at the time. We are also aware that a good many of this variety of Elberta have been shipped here, but have not realized nearly so much money as we were able to make of the consignment referred to. We, therefore, should suggest merely trial consignments this year, commencing as soon as possible, and sending them through the season so that you could be in a better position to judge whether it would pay to send in the quantities you name. Peaches—of all fruits—vary in price very much according to the demand, quality and the condition of the fruit, and if they are not good enough for the best class customer the price is very low, indeed, compared with the good ones. We shall certainly be pleased to do the best we can, but do not wish you to send anything but what would find a ready and good sale, and should certainly prefer that you send on as above for the ensuing season. Your inspector here, Mr. Davis, who meets the shipments at the docks, has called, and we have told him as written you, and we think that he agreed with us that it would be better to go carefully at first. We are able, also, to give him some particulars in reference to South African pears, which may be interesting to you.

In a subsequent letter, dated July 5, Messrs. Monro stated that they thought about five hundred single layer cases for

Glasgow 177 and London 342, or a total of 669 boxes for the second week. September 30, to London, via Liverpool, 198 boxes were shipped, or a grand total covering the three weeks' period of 1,284 boxes of peaches.

All the peaches shipped by the department were carried to Montreal by refrigerator car and fast freight, with the exception of the Bristol consignment, which was shipped by express. The peaches in this lot were at a temperature of 60 degrees when unloaded at Montreal. In the three subsequent shipments by refrigerator cars, in which thermographs were carried, the temperature in the first two cars during transit to Montreal ranged from 50 degrees at the start to 44 degrees when the cars were unloaded, and in the third car from 56 to 40 degrees. The actual temperature of the fruit at Montreal, except the first refrigerator car, was 44 degrees for those peaches which had been pre-cooled before shipment and 54 degrees for those packed the day of shipment and loaded without pre-cooling. In the second car the average temperature of the peaches was 50 degrees and in the third car 45 degrees. The express shipment left St. Catharines on Tuesday at noon and was delivered to the steamer at Montreal



FIGURE 1—SHOWING EMPTY CASE AND TWO STYLES OF PACK

about noon the following day. In each case the refrigerator car left St. Catharines on Wednesday about 6:30 p. m., arrived at Point St. Charles, Montreal, before 7 o'clock Friday morning, and was placed alongside the steamship sheds on the dock about 2 p. m. All the peaches were reported as in firm condition at Montreal.

It will thus be seen that the express service was about twenty-four hours faster than the freight, but that the peaches carried in the refrigerator cars were at a much lower and better temperature than the others. Should there be any delay en route, peaches will not receive any damage in a well iced car, whereas, if they are carried by express, any delay at the temperatures mentioned above is dangerous. That this is liable to happen was shown in the case of a private shipment by express for the steamship Tortona on September 10, which, owing to an accident to the car, arrived in Montreal on the evening instead of on the morning train, and as a consequence was not delivered on the dock until 11:30 p. m., the peaches being loaded in the steamer between 1 and 2 o'clock in the morning.

All the peaches were closely watched by our cargo inspectors at Montreal. Cars in which peaches were carried, whether by express or fast freight, were followed up by the chief cargo inspector, and the officials of the harbor commissioners' staff were urged by him to have the cars placed alongside the steamers with the least possible delay. Care was taken to see that the peaches were promptly loaded in the steamers and that proper care was exercised in handling the packages and in stowing them in the chambers. The cases were well dunnaged in the steamers (by dunnage is meant the placing of strips of wood between the tiers of cases, both horizontally and vertically, so as to insure a good circulation of air) and thermographs were placed in each chamber.

At London, Liverpool, Glasgow and Bristol our inspectors were also on the alert, and remarkably quick deliveries were made. For instance, London peaches were on the market within three hours from the time discharge of cargo commenced. Our inspectors also made a careful report regarding the condition of the fruit on arrival and the prices realized by the brokers.

Throughout the peach shipping season private shipments were made to Liverpool, Glasgow, Bristol and London by Mr. A. C. Dobson, Jordan Station, the Biggs Fruit and Produce Co., Burlington, and Mr. D. Johnson, Forest. These consignments went forward in the chambers specially reserved for fruit, and received the careful attention of our cargo inspectors at Montreal and at the above mentioned ports. We furnished the shippers with copies of the inspectors' reports, showing the condition of the peaches at Montreal and at the port of discharge, with the time of transfer from car to boat at Montreal, the temperature in the ship's chamber during voyage, etc. The inspectors carefully supervised the handling of the peaches.

and as a result not one case was landed in a damaged condition. All the peaches shipped by the department were landed from the steamships in most excellent condition.

Reliable information regarding the best storage temperature for peaches is somewhat limited, but according to some careful experiments made by the United States Bureau of Plant Industry peaches held at 32 degrees continued in good condition longer than those held at 36 degrees, or at 40 degrees. Heretofore South African peaches have been carried by the Union Castle line at a temperature of from 34 to 36 degrees, the voyage occupying seventeen days from Cape Town to Southampton by fastest boats, but the South African trades commissioner in London, in his last report, recommends a lower temperature. The keeping quality in peaches is of short duration at best, and the limit for Canadian peaches is pretty well reached in shipment to Great Britain. Our instructions to the steamship companies were to carry peaches at a temperature of from 34 to 36 degrees, with a gradual rise to 55 degrees during the last day of the voyage in order to prevent sweating or the condensation of moisture on the cold fruit when removed from the refrigerators and exposed to a warmer atmosphere. Thermograph records in the steamers sailing to London, Glasgow and Bristol were satisfactory, but in the case of the three Liverpool boats, in which our department had shipments of peaches, through a misunderstanding, no rise in temperature occurred at the end of the voyage, the peaches being removed from a temperature of 35 degrees to a temperature of 60 degrees, and while our inspectors reported that the peaches were landed in good condition they did not appear to stand up as well as those shipped to the other ports, and most probably this was owing to the abrupt transition from a low to a high temperature.

The department's last consignment for London went forward via Liverpool per steamer *Laurentic*, which left Montreal on September 30, arrived at Liverpool Saturday, October 8, and discharged the peaches Monday morning, October 10. The peaches left Liverpool by refrigerator car at 7 p. m. same day, and were



FIGURE 2—SHOWING LABELS ON ENDS OF CASES



FIGURE 3—SHOWING MANNER IN WHICH PEACHES WERE PACKED FOR CONVEYANCE FROM ORCHARD TO PACKING HOUSE

delivered in London at 7 a. m. the following morning, October 11, or within eleven days from the time they left Montreal. These peaches were all sold by October 14. The average time in transportation between the shipping points in the Niagara district and the port of destination in Great Britain by fast freight to Montreal and regular line steamships was as follows:

Liverpool, three shipments, eleven; Bristol, two shipments, ten; London, six shipments, sixteen, and Glasgow, three shipments, eleven days, a general average for the fourteen shipments of 12.8 days, showing a gain in time over 1897 from the same district of 7.1 days.

The peaches shipped by this department went to the ports of Liverpool, London, Glasgow and Bristol. The two Liverpool shipments were each divided between that market, Leeds and Manchester. The Bristol lot likewise served three markets, Bristol, Cardiff and Birmingham. The claim has been made that it would be better to have all the Canadian peaches which are exported shipped to London and distributed from there to the various markets, but while London is undoubtedly the best market for peaches it does not seem reasonable that fruit intended for sale in Liverpool or Glasgow should first be forwarded to London, and after a delay of one or two days there be reshipped by rail to these points, both of which have fast direct steamers from Montreal. The extra cost of shipping by rail would be a heavy item, as it cost the department nine cents per case to ship 198 cases from Liverpool to London in an iced car, or within half a cent per case of the freight from Montreal to Liverpool or London. Then there is to be considered the risk of injury from extra handling and exposure during fairly warm weather, and the important question of time in transit. The boats in the Montreal-London service are slower than those running to Liverpool, Glasgow or Bristol, and peaches shipped via London would require from twelve to eighteen days to reach either Liverpool or Glasgow, as compared with ten and nine days by direct boats. The argument applies with even greater force to

Bristol, which has a seven-day service from Montreal once every two weeks. The cold storage freight rate to each of the ports mentioned is the same, six dollars a ton of forty cubic feet.

All the peaches shipped by the department were disposed of by private sale, excepting the two Liverpool lots of 51 and 102 cases, which were sold under the hammer. Cardiff made the highest price, \$1.58 per case of 23 Crawford peaches, while the highest average price received was \$1.45 per case for 72 cases Old Mixon, sold in London. At the same time 78 cases of Elbertas made an average of \$1.39. In Cardiff 25 cases Crawfords averaged \$1.30 per case; Manchester made \$1.33 per case for 12 cases and Leeds \$1.22. On the other hand, 198 cases Elbertas sold in London for 94 cents per case, 24 cases sold in Birmingham for 83 cents per case and 177 cases in Glasgow for 85½ cents per case. The whole shipment of 1,284 cases sold at an average price of \$1.04 per case, while the charges averaged as fol-

lows: Freight from St. Catharines to Montreal, 4 cents per case; ocean freight, 9.6 cents; selling charges in Great Britain, including commission, 9.7 cents; total charges, 23.3 cents per case, leaving an average net return f.o.b. cars St. Catharines of 80.7 cents per case, or about 13½ cents per pound. From this must be deducted, of course, the cost of the package, packing material and extra labor. As the guarantee to the growers was equal to about 40 cents per case, a net return of over twice this amount must be considered highly satisfactory.

In the marketing of Canadian peaches in Great Britain it would seem to be a poor business policy to instruct the broker in London, or elsewhere, to hold out for the last penny he can squeeze out of the retailer. If the latter is forced to pay \$1.44 and upwards for eighteen or twenty peaches, it means a retail price of twelve to sixteen cents per peach. At this price sales are necessarily slow and the trade restricted. Many of the retailers, in an attempt to get their money back, will hold the peaches too long, decay sets in and they lose money on the transaction. Where this happens they naturally will become prejudiced against Canadian peaches, and will not want to handle them another year at any price. It is much better to have the brokers clear the peaches quickly at a fair price and give the retail dealer a chance to dispose of them rapidly at a reasonable profit than to have them dragging in the market and in the shops until they lose their flavor and become wasty and rotten.

Figure 1 shows the case which was used for these shipments. The dimensions, inside measurement, are as follows: Length 18 inches, width 11 inches, depth 3½ inches. Empty the case weighed three pounds and packed nine pounds. Top, sides and bottom of the case are made of lumber one-quarter inch thick, planed on the outside. The end pieces are nine-sixteenths of an inch

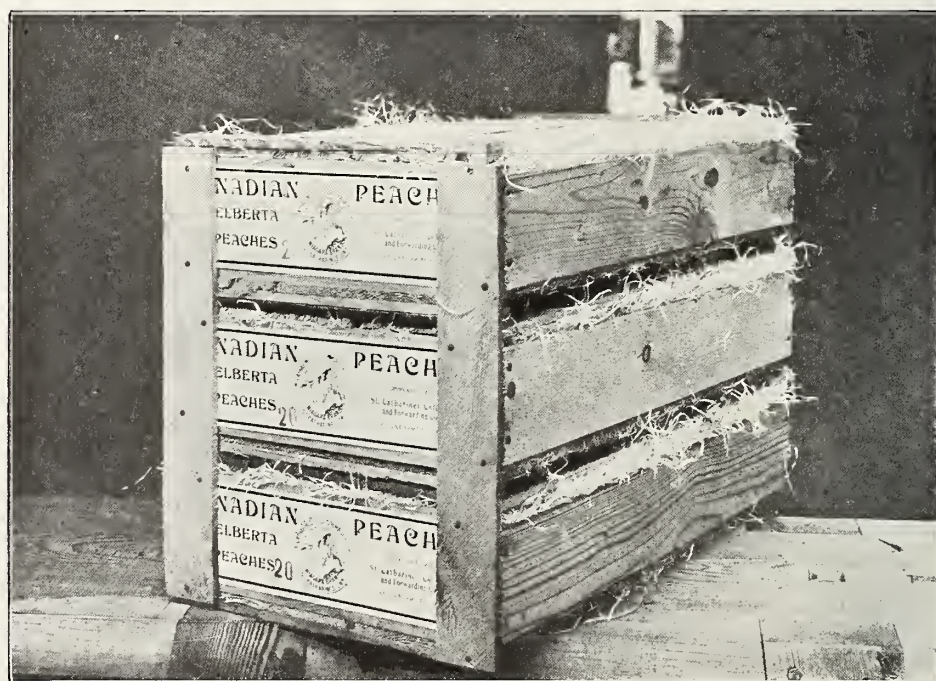


FIGURE 4—SHOWING THREE CASES OF PEACHES CRATED FOR SHIPMENT



FIGURE 5—TRUCKLOAD OF PEACHES READY FOR LOADING IN REFRIGERATOR CAR

thick, planed on one side. The cleats at both ends of the top and bottom are one-quarter of an inch thick and seven-eighths of an inch wide. These keep the cases apart when placed one on top of the other, and thus allow the air to circulate between the tiers of packages when piled in car, ship or warehouse. The sides, tops and bottoms are each one-half inch narrower than the inside dimensions given above, thus permitting ventilation at all four edges of the case. As shown in Figure 2, an attractive paper label was pasted on the ends of the cases, and as soon as each case was packed the number of peaches was stamped on the label in the space left blank for that purpose.

The bottom of the case was lined to the depth of about half an inch with excelsior. Each peach was first wrapped in white tissue paper and then encircled with a band of excelsior, so that one peach did not touch another (see right hand case, Figure 1). A thick layer of excelsior was then placed on top of the fruit and the cover nailed on. A number of cases were put up solid pack (see left hand case, Figure 1), that is, without the band of excelsior around each peach, and these carried as well and sold for as much money as the others, but the dealers expressed a preference for the right hand pack on the score of attractiveness. A very fine grade of imported aspen excelsior was used. It was very white in color and soft to the touch, so that it answered the purpose admirably.

In order to prevent bruising the utmost care must be taken in handling peaches for export. If, for instance, in picking, packing and sorting the fruit is grasped with the tips of the fingers slight bruises are sure to develop at the points of contact, but if the whole hand is used the pressure is distributed over a wider area and no injury will result. Special instructions must be given the pickers regarding the method of packing the fruit for conveyance from the orchard to the packing house. We got

the best results by using the eleven-quart basket and putting only two layers of peaches in it, with a lining of excelsior on the bottom and between the two layers of fruit (see Figure 3). By this method the peaches were below the edge of the basket, and the latter could be stacked without any harm resulting. One grower sent in baskets with three layers of peaches, with the result that most of the fruit was bruised and could not be used. Another utilized a large crate, such as is used for vegetables, but the lower layers were all damaged by the pressure of the fruit above. For convenience in handling, to save expense on the other side and to prevent pilferage, three cases were crated together by means of four battens, two of which were tacked at each end (see Figure 4). This made an attractive package which was easily handled, and called forth words of warm approval all along



M. E. OLSEN
President Yakima Valley Fruit Growers' Association,
North Yakima, Washington

the line from railway and steamship employes and from the brokers in Great Britain.

The cases cost five cents each delivered at St. Catharines in knock-down shape, and it cost about one and one-half cents a case to put them together, making a total cost of six and one-half cents each. The excelsior cost about five cents per pound delivered at the packing house. In order to get delivery in time it was necessary to ship it by express, which accounts for the high cost. If shipped by freight the cost would be lessened considerably. About eight ounces were used in packing each case, so that the cost of this material amounted to two and one-half cents a case. The printed tissue wrappers which were used would cost about one cent per case. The total cost of the package and packing material, therefore, was ten cents a case.

The degree of maturity at which peaches for export should be picked is of primary importance, but it is impossible to lay down any hard and fast rule on this point. Both experience and good judgment are needed to determine the proper time to pick the fruit, so that it will possess flavor, size and color and yet be firm enough to carry safely until it reaches the consumer in Great Britain—a period of from two and a half to three and a half weeks. In deciding this question consideration should be given to the following factors: (1) Whether the fruit is a quick or slow ripening variety, (2) the weather conditions in respect to temperature and humidity, (3) the time which may elapse between picking and loading into cars, (4) whether the fruit will be cooled before shipment or not, and (5) the number of days the fruit will be in transit. If peaches are picked while they are green and hard they will be flavorless and unattractive when placed on sale in Great Britain, and as a consequence will not sell at a profitable figure, no matter how sound they may be. On the other hand, if picking is delayed too long decay is apt to set in before the fruit reaches the old country, and the broker may find only a small portion of the shipment in a salable condition. Judging from the results obtained from these trial shipments it would appear that the Elberta variety especially should not be picked until it is well grown and possesses a tinge of red, but is still in a firm condition. A distinction should be noted between firmness and hardness. A green peach feels as hard as a bullet, while a more mature specimen, although firm, is not hard. After some experience has been acquired in shipping to distant markets the eye can be relied upon almost entirely to judge the degree of maturity, and the danger of injuring the fruit by inexperienced handling will thus be lessened. The more mature the fruit the greater the care required in picking and packing, the more urgent the need of quick cooling at the shipping point and of rapid transit to market under a controlled temperature.

Continued in September issue.

BETTER FRUIT

HOOD RIVER, OREGON

OFFICIAL ORGAN OF
THE NORTHWEST FRUIT GROWERS' ASSOCIATION
A MONTHLY ILLUSTRATED MAGAZINE
PUBLISHED IN THE INTEREST OF MODERN
FRUIT GROWING AND MARKETING
ALL COMMUNICATIONS SHOULD BE ADDRESSED AND
REMITTANCES MADE PAYABLE TO

Better Fruit Publishing Company

E. H. SHEPARD

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ADVERTISING RATES ON APPLICATION

Entered as second-class matter December 27, 1906,
at the Post Office at Hood River, Oregon,
under Act of Congress of March 3, 1879.

WE conceived the idea last April of getting out a dealers' number of "Better Fruit" to be published in July, to be followed in August by a number devoted to general information about associations. We believe the entire staff connected with "Better Fruit," in all times and in all places, has favored the association idea. The editor has visited many State Horticultural Societies' meetings and made special trips all over the country to deliver addresses on associations and co-operations, and we might add, hoping at the same time that we have done some good on these various trips we have made, that the expenses of the trips the editor has made, where he has talked on the benefits of associations, organizations and co-operations, have been paid personally out of his own pocket.

In view of all of these facts it seems consistent that we are justified in claiming to have helped the whole fruit industry of the Northwest. To anyone who is familiar with the facts, it is beyond our comprehensions to understand how the opinion should have been conceived that the editor of "Better Fruit" or the publication itself could be in any way considered as being antagonistic to association work. However, it may be possible that we may have been misunderstood, but we believe the growers in general throughout the entire fruit country appreciate the good work that "Better Fruit" has done and believe that "Better Fruit" is accomplishing much for the

fruit industry of the Northwest in particular, and the whole country in a general way. The editor spent two weeks in one valley advocating the policies which "Better Fruit" stands for, and which are evident to everyone familiar with the paper, and there are hundreds of fruit growers in the valley referred to who will verify this statement.

♦ ♦ ♦

THE July edition of "Better Fruit" was given up entirely to dealers' point of view, the articles were written by them. The August edition presents the views of the fruit growers and associations, their objects, aims and policies. We published these two numbers feeling that they would be instrumental in bringing about a better understanding between the grower and the dealer.

"Better Fruit" has studied the matter of association work for several years. All people do not think alike and it is not certain that every fruit dealer is in favor of the association, but it is true that many fruit dealers prefer to secure their fruit through associations; for this they give many reasons, chief of which seems to be that they are sure of regular grades and guaranteed pack which they can divert at any time with perfect confidence. An association has a standing, in general, in the fruit trade that an individual seldom secures, or only when he ships immense quantities. So far as we know fruit dealers are making just as much money, and frequently more, when they buy through associations, because they get just what they pay for. On the other hand, associations have been successful, generally speaking, in getting up a uniform grade of quality fruit that sells at a better price. It is our belief that in districts where good associations exist that fruit growers make more money and the dealers who handle the fruit make more money than they do in districts which are unorganized. We believe sufficient evidence could easily be collected to convince any unprejudiced person of this fact.

WESTERN FRUIT JOBBERS' ASSOCIATION OF AMERICA

Office of the Secretary

Denver, Colorado, July 22, 1911.

Enclosed please find check for two dollars to cover subscription for two copies of "Better Fruit," beginning with the July number. I wish to take this opportunity to congratulate you on the splendid edition which you have just mailed. I believe that it will be appreciated by shippers, growers and jobbers throughout the entire country. The paper is not only published in a beautiful manner, but the reading matter is simply great. Wishing you every success, I beg to remain
Yours very truly,

W. D. TIDWELL,
Secretary.

WE were of the opinion that no central agency could be effected during the year 1911 to cover the states of Idaho, Oregon and Washington. Perhaps because we stated that no central agency could be organized, we were understood to mean that no district organization could be effective. We believe district associations can be organized in all localities and will be a benefit to the fruit industry in general. With local and district associations as units general co-operation will be found much easier than by trying to organize with individual growers as units. Just what the future will bring forth the editor of "Better Fruit" does not presume to say—he is no prophet nor the son of a prophet. The future is before us; the problem of marketing is the greatest problem before the fruit grower, and the problem is yet to be solved.

♦ ♦ ♦

WE believe every locality would be benefitted by a good association, and those districts that are large enough to form district associations can bring about splendid results by harmonious action. Associations, if they accomplish nothing more than the putting up of a good grade of fruit by eliminating the culls, will secure a better price for the whole output of their district, and if the business is handled properly, the culls manufactured into vinegar and other by-products, much that would otherwise be a total loss will be turned into profit for the grower. Individual growers will not always use the great care needed to properly grade and pack their fruit, but the grower who belongs to an organization is compelled to.

♦ ♦ ♦

SEPTEMBER number of "Better Fruit" will be a packing edition devoted largely to the packing of apples, and we believe it will be a valuable number for everyone. The object of "Better Fruit" is to benefit the fruit grower by giving him information on all improved methods in connection with the fruit industry, and to create a better understanding between the fruit grower and the fruit dealer, which we trust will be a universal benefit.

♦ ♦ ♦

THE July number was a surprise to everyone who received it; it was original in conception and execution, something never before attempted by any publication in existence, and although the edition has only just been mailed out we are receiving more complimentary letters than we ever received for any other edition, all stating in various ways that the July edition is the best number "Better Fruit" ever produced.

♦ ♦ ♦

THE August number should convince any doubtful person that "Better Fruit" is in sympathy with co-operation. We have published several editions devoted to association work, in these five years, giving the constitutions and by-laws, and general advice about organizations.

The Fruit Marketing Question Solved

Numerous articles have been published recently covering the matter of a suitable solution of the important question of properly marketing the rapidly increasing fruit crop. Many ideas have been advanced which theoretically appeared feasible, but practical demonstration has proven that the real solution of this problem is to place the fruit in the hands of thoroughly equipped marketing experts who make a specialty of this feature of the fruit industry.

We have conducted a car lot distributing business for the past number of years, and by honest dealing, coupled with good judgment, have made a success. This season we are even better equipped, having added to our staff several fruit salesmen whose ability cannot be questioned, and we are now in position to offer to growers and shippers a fruit marketing agency second to none.

One of the largest new accounts which we have obtained this year is that of the Grand Junction Fruit Growers' Association, of Grand Junction, Colorado. This association is the most successful growers' organization in the country today, and they have been doing their own marketing for the past fifteen years, but they realized that better results were possible by turning this part of the business to a reliable marketing agency, thus giving their management opportunity to confine their efforts to the matter of grading, packing, loading and shipping the fruit. It was natural that they should select the very best agency doing business today, and a contract was signed with Denney & Co. of Chicago.

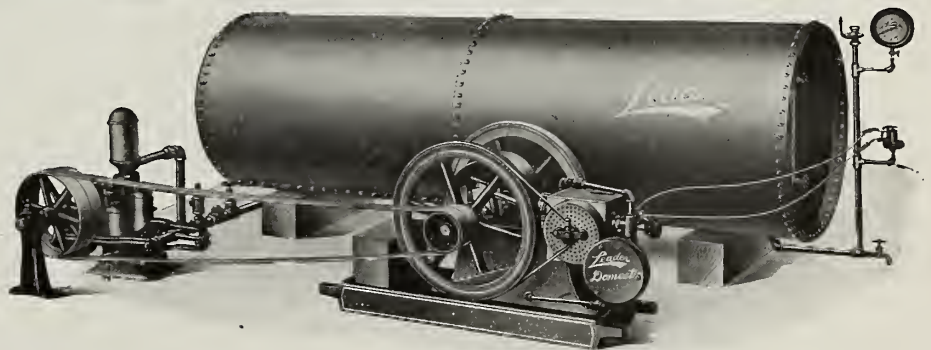
We will have a thoroughly equipped office located in Omaha, Nebraska, in charge of Mr. H. G. Fletcher, ex-assistant manager and general Eastern agent of the Grand Junction Fruit Growers' Association, covering the territory west of the Mississippi River and the South. Our general office, located in Chicago, in charge of Mr. John Denney, whose ability as a fruit distributor is well known, together with competent representatives located in all of the principal markets, giving us the opportunity of taking advantage of the very best markets at all times, we are in position to offer shippers and growers the very best service that marketing science can produce. We invite investigation as to our ability and integrity and solicit correspondence as to our manner of doing business and terms.

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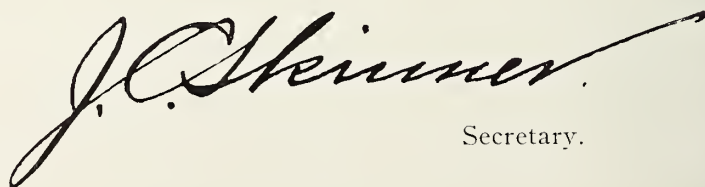
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HOOD RIVER COMMERCIAL CLUB

OF HOOD RIVER, OREGON

Respectfully requests each and every person interested in Hood River, or who may have friends interested, to request their individual grocers or fruit handlers to have on sale during the apple season the famous *Spitzenbergs*, *Yellow Newtowns*, *Ortleys* and *Jonathans* grown at Hood River. We request this because we want you to help us get the apples before a discriminating public so as to convince them of their superiority by a practical test. You are further requested to do this at once so as to insure your grocer placing his order in time to secure a supply in advance before they are all sold, so that he will have Hood River apples on hand when you want them.

Hood River Commercial Club



Secretary.

THE OREGON STATE FAIR FIFTY YEARS OF AGE

FIFTY years ago the sturdy pioneers of Oregon instituted the Oregon State Fair, and year after year, in decreasing numbers, they have made their annual pilgrimages to the fair grounds to witness the improvements that time and modern achievements have made to their original efforts. During all these years fair week has been a sort of home-coming event, where old acquaintances have been renewed and new acquaintances formed. In honor of the old pioneers and their customs Monday, the first day of the fair this year, has been designated as home-coming day, and every effort is being made to make the commemoration of the fiftieth anniversary fitting and complete. Woodman day (Tuesday) will be fittingly observed by the members of this growing fraternal order from every part of the state. The cabin which has been erected by the Woodmen will be dedicated on that day, and a diversified program will make the occasion one of pleasure and profit. Following the custom of years, Wednesday will be observed as Salem day and Thursday as Portland day. The German societies of the state will make Friday a gala day with a special program rendered by their members. The Germania Derby, for a \$1,000 purse, will be the racing event of this day. Saturday will be observed as closing day, for which a strong racing program, as well as other features, has been provided.

At no time in the history of the fair have the musical and carnival attractions compared with those offered this year. No better band than the Ferullo Band, which will be on the grounds for the entire week, has ever been engaged for a

like occasion in Oregon, and the Parker Show is the largest and best carnival company that has ever shown on the Coast. The free attractions will be many in variety and of unusual interest. Larger purses, faster horses and better track will make the racing events superior to anything ever seen in Oregon. Great interest is being taken by the county courts of the various counties, and the county exhibits will doubtless exceed in number and quantity such features of the fair in the past, while the live stock and poultry exhibits will be of especial interest.

In addition to the commodious grounds heretofore used for tents and buildings for residence during fair week an additional nine acres has been purchased, which will furnish additional accommodations for all who wish to take advantage of this feature. Every prospect for a better and greater fair is pleasing, and no detail looking to the comfort and pleasure of visitors will be overlooked. The Oregon State Fair will be held at Salem from September 11 to 16, inclusive, and for which reduced rates on the railroads are being arranged.



THE MEDITERRANEAN FLY, otherwise known as the Ceratitis Capitata. This is one of the worst known pests and the most difficult to control in the fruit business. California is endeavoring to protect itself against the importation of the Mediterranean fly by making very rigid inspection of all fruits arriving from foreign ports where this fly is known to exist. In fact we have been informed that California has 19855 Bet Frt Morath 7-6-11 . . . 34 placed embargo on fruits arriving from certain districts, with the exception of pineapples and bananas, which are supposed to be immune, the fly having not yet been known to attack these two varieties of fruit. There seems to be a lack of certainty about pineapples and bananas being immune, so it seems to us that it would be but wisdom to call the attention of the proper authorities at the different ports of entry that they may take all necessary steps to protect the Northwest against the importation of this fly by ordering proper inspection of all varieties of fruits arriving from districts where it may exist.



WE are informed that Denney & Co. of Chicago will open their Omaha office about July 15. It will be in charge of Mr. H. G. Fletcher, who recently severed his connection with the Grand Junction Fruit Growers' Association of Grand Junction, Colorado, and is now associated with Denny & Co. This firm has been strengthening their marketing facilities all along the line, and it is evident they will be well equipped to secure satisfactory results for all fruits placed in their charge. Denney & Co. are making a specialty of distributing Western fruits in car lots, and by sparing no expense in securing competent men to handle the sales end instead of exerting all their efforts and money in soliciting

shipments from the growers, will no doubt enable them to carry out their desire to build up a reputation and business by results to the growers. They are of the opinion that the fruit growers are rapidly learning to discriminate between the marketing concerns of integrity and ability and those which are operating merely for their own financial gain. The general offices of Denney & Co. are located on South Water Street, Chicago, Illinois, right in the heart of the largest fruit marketing district in the world, which enables this firm to keep in close touch with market conditions, and the judicious use of the information gained by reason of their location is responsible in a large measure for the great success they have made of the fruit marketing business.



A GREAT OFFER TO OUR READERS.—The American Underwriters' Corporation offers in this issue of "Better Fruit" a most remarkable book bargain. The Union Book Company, one of the largest publishing houses in Chicago, failed a short time ago and The American Underwriters' Corporation, acting as receiver, is closing out the sets they have left of the famous "Library of Universal History" at much less than the original price. "The Library of Universal History" is a massive work of fifteen volumes, bound in genuine English crush buckram. Each volume is ten inches high, seven inches wide and two inches thick. The complete set weighs nearly seventy-five pounds and contains over five thousand pages, one hundred double page maps and over seven hundred illustrations, many of which are in colors. It is one of the most handsome and valuable sets of books ever published, and the only world history on the market that can be procured at a reasonable price. The American Underwriters' Corporation offers to send this great set of books on approval, all charges prepaid, to our readers. This speaks well for their confidence in the set and the terms on which they are offering it. They will, upon request, immediately send a handsome book of sample pages, and if you think you would like to see the complete set they will send it at once, fully prepaid. You can keep it a week for examination, and if you should not wish to purchase you can return it at their expense. See page ad in this issue for further particulars.



ELSEWHERE in this issue appears the advertisement of Security Ladders. From our investigation it appears that this line is destined to become very popular with the fruit growers of the Northwest. The writer has inspected a stock of these ladders at the Stewart Hardware and Furniture Company's store at Hood River with a view to verifying the claims made for them, and believes that he has found the acme of perfection in Security Ladders. The slogan, "Not a Nail in Them, Strongest Where Others are Weakest," as applied to Security Ladders is appropriate, and will cause careful buyers to make close investigation of the many economic features claimed for them. Security Ladder Co. of Los Angeles, California, the manufacturers, received the gold medal award on this line at the Alaska-Yukon-Pacific Exposition.

CREST SPRAY



A Heavy Miscible Oil
for Orchards and
Gardens

An Effective
EXTERMINATOR
of all Insect Life,
Germs and Vermin

We Guarantee
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Barrels, 25 or 50 gallons, per gallon . . .	\$1.25
Five-gallon cans, per gallon . . .	1.35
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Half-gallon cans, each90
Quart cans, each50
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CREST CHEMICAL CO.

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To the Jobbing Trade:

We cordially invite correspondence from all high class fruit jobbers relative to supplying their trade the coming season with the finest apples grown on earth. Our brilliant red *Spitzenbergs* for early *winter* trade and our beautiful *Yellow Newtown Pippins* for the *spring* trade are the two ideals of the Apple World, and for flavor, beauty and keeping qualities they are not equalled. Buy goods of *quality* and your trade will appreciate the same. Write

Hood River Apple Growers' Union

HOOD RIVER, OREGON

IMPORTANCE OF FRUIT MARKETING TO GROWERS

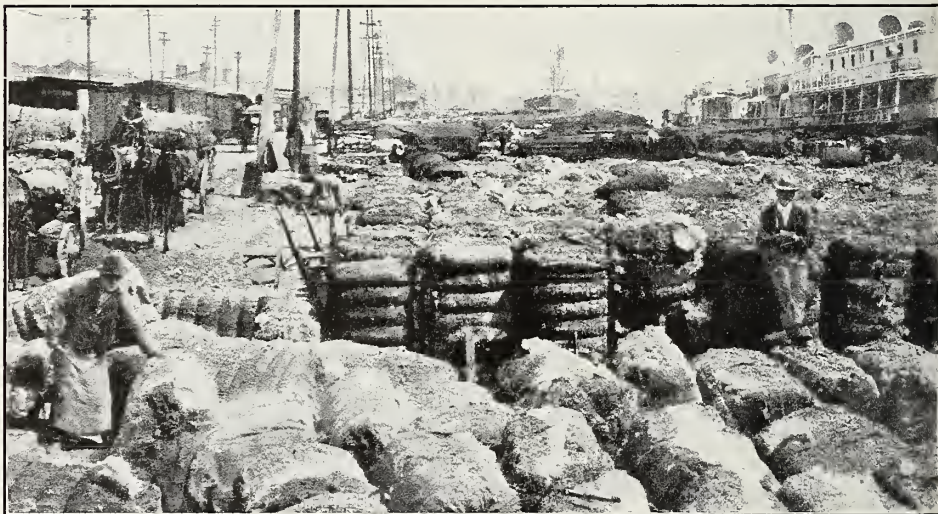
ADDRESS BY E. H. SHEPARD, EDITOR "BETTER FRUIT," AT WASHINGTON STATE HORTICULTURAL MEETING, JANUARY, 1911

AS nearly everyone else has had an excellent paper I feel very much embarrassed in appearing before you without one, and, therefore, feel that you are entitled to some explanation. I wrote what, to my mind, was a splendid paper for this occasion; I submitted it to my wife and she said, "You are not going to read that stuff, are you? Those people up there don't want a lot of high toned expressions and big words—go up there and try to talk a little sense, if you can; I don't know whether you can or not; when you see them yawning and scraping their feet on the floor and sliding out the door stop talking and sit down." Well, I don't think I'll have to talk long. Now, you married men will understand thoroughly. I presume you are all married; if you are not you ought to be; a single man hasn't any license to be a fruit grower anyhow, with these increasing crops and the necessary help that is to be required to market them.

I find, in looking over the program, that the subject has been pretty well divided into three phases: One paper on "The Individual Organization," another on "District Organization" and another on "A Co-Operative Association for the Entire Northwest," composed of three states. Now, as each of these subjects is covered by someone else it leaves me to deal with marketing fruit in a general way. Each year in marketing fruit we come up against new

problems, therefore I will not go into past history, but speak of a few points connected with marketing fruit, during the season of 1910 more particularly. I have had some experience in the fruit business, having been manager of the Hood River Fruit Growers' Union and a member of the board of directors for some years, and I think I know something about the business, but at the same time I want to say I realize that I know only a little. My first commercial ven-

ture as a boy was selling squirrel tails; I sold them to my father, and he paid me very generously in the beginning at ten cents per squirrel tail. I shot them with a gun, but powder and shot were expensive, particularly in my case, as I missed a good many squirrels, or a good many got into the holes after I shot them, so I had to devise some way to reduce the cost of production. I bought some traps, and then caught more than I had previously been able to shoot.



COTTON SCENE ON THE LEVEE, NEW ORLEANS, LOUISIANA, THE GREATEST COTTON MARKET IN THE UNITED STATES



SECTIONAL VIEW OF THE STORE OF RICHARDSON, HOLMES & LAMB COMPANY, LOS ANGELES, SHOWING ATTRACTIVE EXHIBIT OF FRUIT
An exhibit of this kind helps to sell the fruit. This is one of the finest wholesale fruit dealers' stores in this section of the country.

Father thought I was making too much money, and so he reduced the price from ten cents to five cents. "Well," I said to myself, "I have got to meet the situation," and so I went over to a neighbor and asked him if I could sell him squirrel tails at five cents apiece, and in that way extended my field. Now, this has its significance in the apple business today—in the fruit business in general. I think we have got to do two things: We have got to reduce the cost of production wherever a way can be devised for doing it, and we have got to increase the field of operation, or, in other words, create a wider distribution of our fruit and market our fruit in a more thorough and intelligent manner. With that object in view, which is the same object that each one of us should have, I want to talk of a few conditions that existed the past season, as I saw them. I don't want you people to assume that I am laying down any law, or that what I say is necessarily right—I simply submit my own opinions for your consideration, for your investigation.

I went East in July, 1910, to address the International Apple Shippers' Association, and soon after reaching the East I became convinced that we had a very difficult year in which to handle our increased crop in the Northwest. The main trouble, in my opinion, was not the enormous crop we speak about, but the financial disturbances during the past year all over the United States, largely due to political conditions. Now, I want to bring this point out with considerable emphasis, because I am under the impression that a good many people are scared to a frazzle about overproduction, which is not worrying me for one moment. I think this year's conditions and results are explainable in an intelligent way, so that any person can understand the situation with a very brief

explanation. First, you know we have had disturbances all over the United States in politics; in Oregon we had the assembly, the initiative and referendum, and in the East we had insurgency business, Cannon and Cannonism, Roosevelt and anti-Rooseveltism, a change from a Republican to a Democratic congress—not that I want to say that a Democratic congress is any worse than a Republican congress, but it is a change, and all changes are disturbing elements, at least for the time being. The very fact that capital anticipated money was going to be tight had a tendency to make it all the tighter, in fact it did make it

tighter; the banks, anticipating money was going to be tight or times a little hard, raised the reserves from fifteen to twenty-five per cent, as the case might require, and some to thirty and forty and fifty per cent. This simply meant that that much money was taken out of circulation. If banks anticipated hard times and followed this method, of course it made money scarce, and things got pretty tight, and when money gets scarce and things tight then we all are forced to economize in one way or another; that affected market conditions and the prices of our fruit, which was evidenced in many ways and proved by personal research and investigation.

A great many growers can't understand why some of the higher quality apples have been slow sellers in comparison with other years. As a matter of fact I think it can be stated without reflection upon any particular district high class, high quality varieties that commanded high prices in the past have been slower sellers the past year than the more medium quality grades. Not only was this true, but those higher quality apples, which the growers took great pains in growing, producing to splendid size by thinning, found that the splendid size was an element that worked against selling. There is a reason for it. First, if money is a little bit tight the man with a family, instead of buying a box of apples that contained 72, or 80, or 96 to the box, will buy the box that contains 125, or 140, or 150 at the same price. Why? Because one hundred and fifty apples will go further with the children than eighty or ninety-six. Now, as a matter of fact we do know positively that buyers of fruit to sell to the trade realized these conditions, and bought accordingly. I know of a case in Chicago where a dealer was offered Spitzenbergs, number one in quality, fancy, at two dollars a box, and he bought Spys



UNLOADING CARLOADS OF FRUIT AT THE SIDE OF THE RICHARDSON, HOLMES & LAMB COMPANY'S WHOLESALE STORE, FACING THE TRACKS, AT LOS ANGELES, CALIFORNIA

The Hood River Standard Nursery Co.

HOOD RIVER, OREGON

Offer for delivery for the fall of 1911 and spring of 1912
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Gravenstein	Spitzenberg	Yellow Newtown
Ortley	Baldwin	Rome Beauty
Delicious	Jonathan	Winesap

AND MANY OTHER VARIETIES

Our trees are tall, straight one-year-old top on three-year-old root,
propagated from selected trees in the most celebrated
orchards of this famous valley

Write for Catalog and Price List

at a dollar seventy-five; the Spys, so a man who was present told me, were really ripe, almost off condition, while on the other hand the Spitzenbergs were in number one condition. Now, it wasn't quality with that man—he had to get something that he could sell at a low price; at the two dollar purchase price he couldn't sell his trade even if it had the quality.

The Eastern situation, I think, has had something to do with things. We are having opposition from the East throughout the great Northwest that exists not only in the apple business, in the fruit business, but in financial circles; the drain from the West on Eastern capital has been steady and continued, and some bankers in the East are advising their clients to loan their money in the East at four and five per cent instead of putting it out on Western loans, where they can get seven or eight per cent. I am told by financial men that the reason is that Eastern bankers are endeavoring to keep the money at home for the development of their own surrounding territory which pays tribute to their own business. Now, I don't mean to say that this is general, but there are a number of

instances where it is true without a doubt.

Our fruits are growing in favor. During the trip I made through the East the past year I found that dealers who never had handled box apples were now prepared to handle them, and consequently the distribution of our crop has been wider than ever before; I know that Wenatchee and Yakima, Southern Oregon, Southern Idaho and other parts of the Northwest have sold in territory never sold previously, and in Hood River, where I live, we have sold some

twenty-four different states, some sixty-eight different cities and some eighty-seven different buyers. That is distribution, and which is essential for us in the future. Through associations I believe we can create a better distribution than we can as individuals. The past year's marketing was affected through a lack of proper estimates by our individual selves and by our own associations. We did not anticipate as large a crop, generally speaking, and we were not prepared with proper connections. The result was that an immense amount of fruit, particularly

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SCENE SHOWING THE LEVEE AT ST. LOUIS, MISSOURI, A DISTRIBUTING CENTER FOR SHIPPING FRUIT AND PRODUCE UP AND DOWN THE MISSISSIPPI RIVER BY BOAT



POTATO SHIPPING, A LEADING INDUSTRY, LOUISVILLE, KENTUCKY

in the apple line, went on the market all at once; early fall apples, like Jonathans and some of the other varieties of earlier winter apples, went on the market at the same time. The market was continually pounded in the big centers by the winter apples piling right on top of those for immediate use. There seemed to be an impression on the part of a great many people that the best markets in the United States were Chicago and New York—I believe possibly due to the fact that Wenatchee and Yakima, Hood River and some other districts had credit for securing high prices in those two cities in the past. The result was so much fruit went on the New York and the Chicago markets to be sold immediately that those markets were actually crowded day after day, when other markets in other towns would have bought readily at anything like a fair and reasonable price.

There is an immense trade for our fruit if we can only reach it, and there were many instances the past year to prove that there are immense marketing opportunities outside of New York and Chicago. One of our growers went to a little town of fifteen hundred people in Iowa and sold a carload of Spitzenbergs and some other varieties; I don't remember the price of all of them, but the Spitzenbergs brought two and a quarter, a higher price than we got any place else. I have heard of several cases, which I don't just recall, that are similar, showing a number of towns where our fruit can be marketed that have never been reached before. Where towns are of any importance whatever we can get an increased business. Nashville, Tennessee, three years ago handled one car of Northwestern apples—the next year seventeen and the following year thirty cars. A city of seventy-five thousand, in three years, went from one car to thirty; that would be, in three years, thirty times as much business. I have no doubt in my mind that if the markets are properly worked we can reach an immense consuming public that has never been touched before.

I believe a good deal in being reasonable in prices. At home we asked two dollars and ten cents for our Spitzenbergs, and sold them at that; we didn't sell the entire crop for the reason that we sold what was estimated we would have at the time we made our sales, but the crop was perhaps fifty per cent or more greater than we anticipated, and so it left us with a quantity of Spitzenbergs and other varieties that we had not sold at shipping time; some of them we have sold since, but, as you all know, the market has been rather slow, and we have some on cold storage at the present time. I am satisfied in my own mind that if we had made the price on Spitzenbergs two dollars instead of two ten that we would have sold out long before this. There are certain principles in business that we speak of as "popular prices" which command the attention of the public; department stores realize this perhaps more thoroughly than any other class of trade. You never see a department store putting an article at

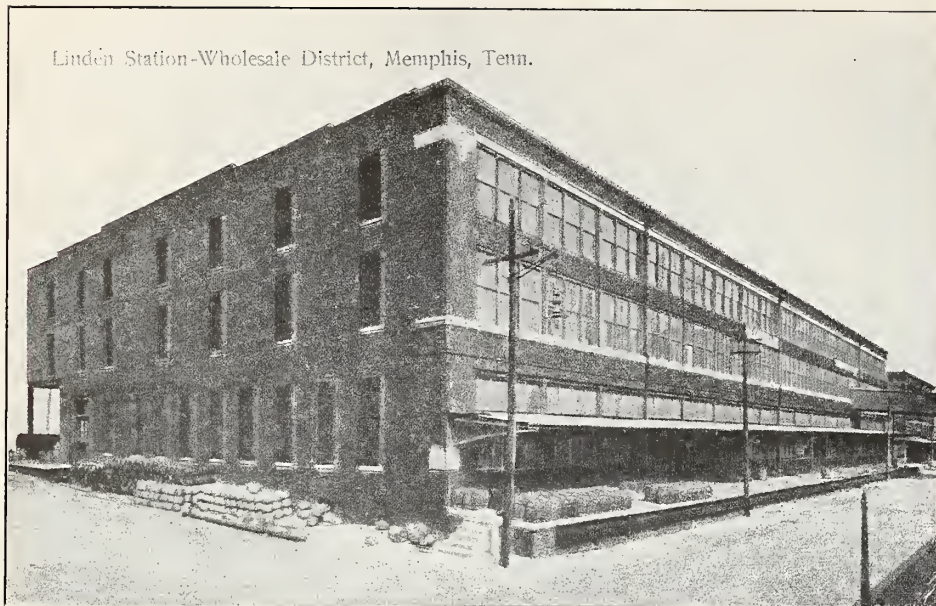
one dollar and five cents; it is either a dollar, or ninety-eight, or ninety-seven cents, and I think it is a mistake to put our fruit five cents over the even figure; better take the even figure, because, I believe, when you do it will increase the sale and increase the consumption of fruit.

A good many of us speak of the Northwest as being such an awful big fruit country and of the immense crop of apples that we have grown. Now, we haven't had such an awful big crop of apples the past year as a great many people imagine; we had something like fifteen thousand cars of apples, or less, from Oregon, Washington, Montana, Idaho, Utah, Colorado and California, inclusive, or from Colorado to the Pacific. At six hundred boxes to the car this would be nine million boxes, or three million barrels, which was perhaps only about one-eighth to one-tenth of the entire crop of the United States. In connection with that statement you must take into consideration the fact that we are a fruit producing country; including about seven or eight states, and we are only one-eighth of the number of states, we have produced about one-eighth to one-tenth of the quantity of apples in the United States. Every section of the United States in time, sooner or later, is going to grow and produce that which it can produce to the best advantage, that which it can produce in an economical way and command good money for. Only a few states are apple producing states. One riding on the train from the West to the East through Kansas and Nebraska doesn't have to know very much to observe that Kansas and Nebraska are corn states, and when you get up north from Chicago, on to New York City, through the northern portion of Ohio, you would immediately reach the conclusion that that was not an ideal corn section; so it is through the apple sections, or so-called apple sections, of many Eastern States—when we see them, with the quality of fruit on the trees and the way they compare with ours, we



THE FRUIT AND PRODUCE MARKET AT ST. LOUIS, MISSOURI

Linden Station-Wholesale District, Memphis, Tenn.



LINDEN STATION, WHOLESALE DISTRICT, MEMPHIS, TENNESSEE

realize that they are not keen competitors of ours for good quality of fruit; I don't mean to say that they cannot grow fruit, because they do grow fruit, and good fruit, but not the apples of quality that we grow.

These fifteen thousand cars of apples are not very many apples if properly distributed; figure it out for yourselves; six hundred boxes to the car and a hundred apples to the box, it gives you nine hundred million apples; there are ninety million people in the United States, and if our crop of apples was distributed so that the inhabitants of the United States could have one apple per capita per day they would eat up the immense over-production apple crop of the Northwest in ten days. If we could only create, through the associations and through us individuals, a proper distribution of our fruit I think the problem, in a large measure, would be solved.

One word about prices. I believe in a reasonable price, and I think in the past, although perhaps I will be misunderstood in making such a statement, that our prices have been high for general consumption. I believe that something should be done to bring about a reasonable figure in the retail selling prices of fruit. While in Washington, D. C., I had the pleasure of meeting and spending the evening with a senator who owns a large apple orchard. Near his residence in Washington is an Italian who keeps a fruit stand, in which he never carried more than about fifty dollars' worth of fruit in stock; that was his special business, selling fruit. After paying all of his store expenses and living expenses that man, on a fifty-dollar capital, sent three thousand dollars to Italy in one year. This is an exorbitant profit. Think of any retail business that will pay three thousand dollars on the small investment of fifty dollars; the profit is too great for us to permit to continue if we can prevent it; allowing it to continue means curtailment of consumption. Apples sold at a dollar fifty a dozen, not alone in big cities like New

York, on Broadway, but even in smaller cities, even in cities as small as New Haven, Connecticut. Apples from the Northwest have been sold at these unreasonably high prices, which prevents consumption. If something could be done to establish a retail price that is reasonable I believe it would be a great help to the fruit industry of the Northwest. If apples could be retailed—and they can—so as to give everybody a good profit all the way through, including the railroad, and we have got to take care of them because they take care of us, a family of four would only need to spend ten cents a day for fruit. Of the great class of men working in the factories and shops and at trades in the East, and there are millions and millions of them, there are few that could not afford ten cents a day for fruit, because nine out of ten of them will spend ten cents a day for two five-cent cigars, or ten or twenty-five cents for beer; so it doesn't look as if we were assuming anything unreasonable if we expect those families to buy our fruit if we make the fruit to them at a reasonable price.

I hear a good deal about cold storage. There is a certain amount of fruit that must go on the market at the marketing season; we can't put all the fruit in cold storage and hold it up for the trade in January, and February, and March—perhaps fifty, or I should be inclined to say, sixty per cent of the fruit has to go onto the market in the fall and early winter months. Now, we should use intelligence in marketing our fruit, selling those varieties first that are ripe and putting others in cold storage that will keep, and supplying the markets in proportion to their needs.

I have already taken up a good deal more time than I intended to—there are papers that I know are far more important—papers that mean great big things in the association line, and we have before us three or four different plans for our consideration. These are pretty big projects that are before us, and I have not the time, nor am I prepared to

discuss them, but I do want to say that I believe a great many good things will come through evolution; I believe that whatever is coming to assist us in marketing our fruit will be to a great extent a matter of evolution, and that the development of this field, this marketing problem, will come from units; I believe the units will be the associations in the individual districts; I think it is important to organize and get these associations in working shape. There are some districts, like the Yakima Valley, and others for that matter, where there are certain sections in that district that are not large enough to maintain a proper organization that would be effective as a selling organization, and, therefore, I can readily understand why it would behoove such districts to consider the plan of a district organization with a selling head that in no way need interfere with other existing organizations. There are two plans for marketing fruit through the associations, either as individual associations or district associations; and, again, through the co-operative association with a central head, which is controlled in every way and run by the growers; another way would be selling fruit from your associations or from the district associations, through some association that might be a commercial organization.

It is not within my province or my purpose to discuss all these things; they are too big for me to feel competent to advise you about or offer suggestions, but I believe they are problems that we have all got to face in the near future, and they are worthy of our consideration and merit discussion; and whether anything definite comes out of this meeting that we are having, or whether it is to come out of the meeting to be held later, remains to be seen; only the future can tell; whether we will get the immediate result that we are expecting or not I am sure we will be benefited, for I firmly believe that all such meetings, all such discussions are instructive, educational and developing. That is what we want—we want development of the marketing end of the fruit business—we want knowledge. We want ways and means that are proper to sell this fruit.

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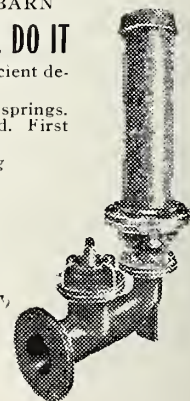
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NORTHWEST COMMERCIAL EXECUTIVES' MEETING

THE first meeting of the Northwest Association of Commercial Executives will be held at Boise, Idaho, August 23, 24 and 25, 1911. A very strong program is being arranged by the committee in charge and Boise Commercial Club promises something absolutely new in the way of entertainment. The Idaho State Press Association will also meet at Boise at the same time and there is reason to believe that the newspaper and commercial club men will succeed in having a good time. Among those who have accepted places on the program and the subjects assigned to them are Joseph E. Caine, secretary of Salt Lake Commercial Club, "The Troubles of a Commercial Secretary;" A. L. Sommers, secretary of the Tacoma Chamber of Commerce, "The Northwest Association of Commercial Executives;" C. C. Chapman, manager of Portland Commercial Club, "What Constitutes Good City Advertising;" Francis Hope, of the California Development Board, "The Exhibit;" W. B. Wells, of Sunset Magazine, "Railroads as Community Advertisers;" W. R. Rothacker, manager of Industrial Moving Picture Company, of Chicago, "Moving Pictures and Lantern Slides;" A. J. Breitenstein, secretary Missoula Chamber of Commerce, "Magazines and Periodicals;" J. E. Barnes, secretary Southwest Washington Development Association, "How the State in General Can Assist in Advertising its Resources;" Rufus R. Wilson, secretary Seattle Commercial Club, "The Efficient Secretary." A number of talks have not yet been assigned as the committee is making every effort to give to each executive to address the meeting that point which he is best able to cover. The commercial executives who have called the meeting intend that it shall be a school for those who are anxious to keep up with the times in the profession. All talks will be short and each will be followed by a general discussion in

which the views of the leader will be commented upon by the members. A strong feature of the meeting will be the round table discussions at the noon hour. A special luncheon will be held each day in the rooms of Boise Commercial Club at which only the members of the association will be present and different ones will be appointed every day to lead in the discussions of subjects close to the work of the commercial officer. Membership in the association probably will not be restricted to commercial club executives, but the officers of the ad clubs are expecting to be admitted also. The address of welcome will be delivered by Governor James H. Hawley of Idaho, and should Congress adjourn before that time, Senator William E. Borah will be on the program. The organization into a permanent association of those who are actively engaged in commercial club work is a very important step in the development of the Northwest. It will materially assist in bringing the different states closer together and will prove a great help to each individual in his year's work. The exchange of ideas should prove particularly beneficial to all, especially the secretaries in the smaller towns, who experience great difficulty in keeping themselves posted on what others in their profession are doing to advance the interests of their respective communities. The committee in charge of the program is A. L. Sommers, of Tacoma, R. W. Raymond, of Portland, and Reilly Atkinson, of Boise. The call to the meeting was issued at the last annual convention of the Oregon Development League, held at Salem, November 30,

1910, and is signed by C. C. Chapman, Francis Hope, J. E. Barnes, A. L. Sommers, Reilly Atkinson and R. W. Raymond.

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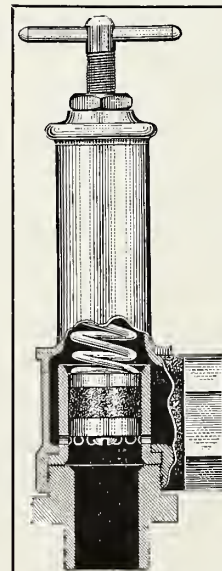
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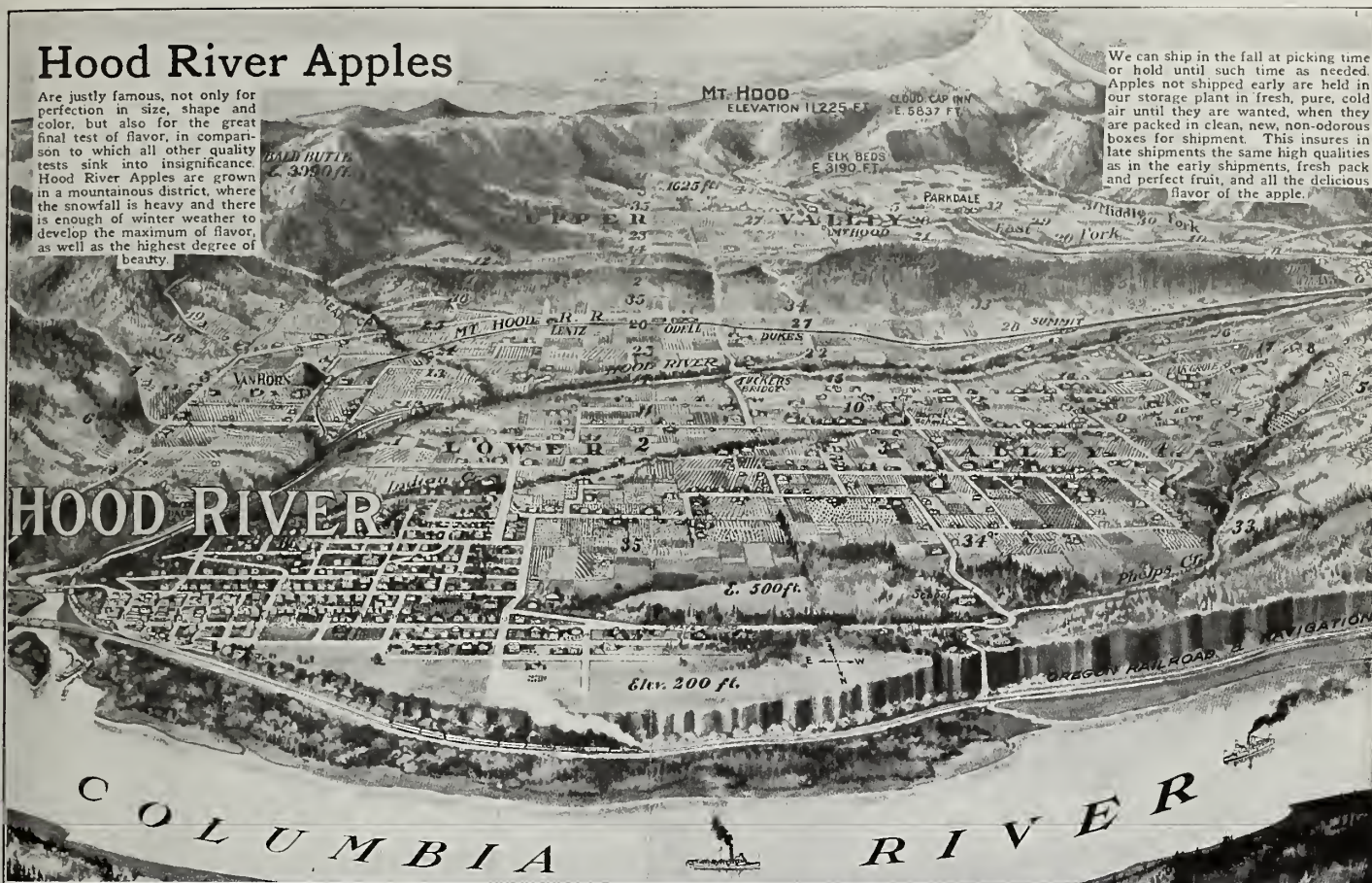
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SAWYER & DAY Wholesale Dealers and Jobbers of FOREIGN & DOMESTIC FRUITS

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We desire to get in touch with the best apple growers associations and private shippers in the Northwest. We are familiar with the quality and grade of Western box apples and we have an extensive acquaintance with the trade throughout New England that are looking for fancy boxed apples. Therefore we feel confident that we can assure splendid returns on all fruits that may be consigned to us, and consequently we feel justified in asking for your trade, and in order to get better acquainted with the fruit shippers when the apple season is on, we solicit correspondence in advance.

Our reference—Faneuil Hall Branch of the Beacon Trust Company, Boston, Massachusetts.

SAWYER & DAY

PHILADELPHIA'S FANCY FRUIT HOUSE

Some Class TO OUR NEW STORE
S. W. Corner Dock and Walnut Streets

20 YEARS' EXPERIENCE AS SELLERS, IMPORTERS AND GROWERS
MAKE US LEADERS

FRANK W. STANTON & CO.

Can furnish reference from ocean to ocean

THE YAKIMA VALLEY PLAN OF ORGANIZATION

BY J. H. ROBBINS, GENERAL MANAGER YAKIMA VALLEY FRUIT GROWERS' ASSOCIATION

CAN the reader imagine, in this day and age of organization and combines, an industry involving one hundred million dollars which has not, in self protection, been thoroughly and efficiently organized—yet this is the unfortunate position of the fruit industry of the Northwest. The estimated value of the orchard trees of the States of Oregon and Washington alone, at ten dollars per tree when in bearing, say within the next six years, will reach the stupendous sum of over one hundred million dollars. Someone has truly said that "all harmony is the result of co-operation, whether it be of human effort or of the laws of nature. The seasons and conditions must co-operate to produce our fruit. Without co-operating there is lack of harmony and discord and failure in everything. The co-operation of mind, will and body makes man and the works of man. The co-operation of men makes communities, sections, nations; the individual man is a helpless unit, an atom on the sea of existence. The co-operation of a body of men in a community makes for strength, and that strength is just in proportion to the strength of the co-operation of the community for the good of the community. When any community is imbued with the single spirit that the injury or success of one is the concern of all it becomes a community of great strength. The co-operation of many communities produces a nation, and the strength of the nation is in direct proportion to the co-operation of the individual units comprising that nation for the welfare of the nation."

In view of the lack of organization and the haphazard manner in which an industry was being cared for involving the enormous wealth represented by the three and one-half million fruit trees now growing in this valley between Ellensburg and Kennewick—thirty-five million dollars when reckoned at ten dollars per tree, which will be a fair valuation when in full bearing, and in view of the confusion and generally demoralized and chaotic conditions existing during the marketing season of 1910, when there was shipped from this valley 4,100 carloads of fruit and when some 200 or more carloads of peaches were permitted to rot on the ground for the lack of a profitable market, our growers became so thoroughly aroused to the necessity for better marketing facilities and for a wider and better distribution of their orchard products that they met in mass meeting, appointed committees and proceeded to organize a co-operative association upon a sufficiently comprehensive basis to insure a wider distribution, better efficiency, greater economy and other needed reforms in all matters pertaining to their industry. Thus came into existence on November 9, 1910, the Yakima Valley Fruit Growers' Association. Like the Orange Growers' Exchange of Los Angeles, the California Fruit Exchange of Sacramento, the

Georgia Peach Exchange, Florida Citrus Exchange and all other successful co-operative associations of this country, it was organized in obedience to a general demand on the part of fruit growers in their search for relief from conditions that threatened the very life of their industry. The plan of organization is based upon "co-operation, not opposition;" it is planned from top to bottom for the common good of all of its members, dominated and controlled absolutely by the growers themselves, involving a system simple in arrangement, yet thoroughly democratic in its operations and relationships, one in which no corporation nor individual reaps either personal profit or private gain.

The Yakima Valley plan copies closely after that so successfully worked out and adopted by both the citrus and the deciduous fruit growers of California, where, after trying various expedients, they finally succeeded in working out the details and placing in operation the most successful co-operative fruit marketing agencies in the known world. We hold that any proposed system covering distribution and marketing that does not aim to cheapen our fruit to the consumer as well as to maintain or increase the net profits to the grower is based upon wrong principles. From the grower's standpoint this can only be accomplished through the elimination of all unnecessary middlemen's profits and

the proper division thereof between grower and consumer. The essence of the whole subject is distribution, and proper distribution can only be guaranteed through those channels which control the tonnage; the whole of this being in the hands of the growers themselves, it would seem that they were not only in the best position but were the only ones who could safely guarantee anything like a satisfactory distribution. The combined growers' interests not only embrace the whole product, but cover the whole territory, and extend throughout the whole season and each succeeding season, thereby securing due consideration to the importance of maintaining a high standard grade and pack on account of its bearing upon the markets of the future. Another cardinal provision of the plan is that all fruit shall be marketed on a level basis of actual cost, with all books and accounts open for inspection at the pleasure of the members. The basic principle of our plan is that none but growers themselves shall ever have control over the affairs of the association. No officer or trustee is permitted to hold any office or other position in the employ of any other association, organization or firm engaged in the same line of business, or in competition therewith for profit. Any officer or trustee accepting such position or employment becomes disqualified, and his office or position is instantly forfeited.

TO DESTROY APHIS, THRIPS, Etc.

Without Injury to Foliage

SPRAY WITH

"Black Leaf 40"

SULPHATE OF NICOTINE

"Black Leaf 40" is highly recommended by Experiment Stations and spraying experts throughout the entire United States.

Owing to the large dilution, neither foliage nor fruit is stained.

Like our "Black Leaf" Extract, "Black Leaf 40" may be applied when trees are in full bloom and foliage, without damage to either.

Also, "Black Leaf 40" is perfectly soluble in water—no clogging of nozzles.

PRICE:

10½-lb. can,	\$12.50.	Makes 1000 gallons, "5/100 of 1 per cent Nicotine."
2½-lb. can,	3.25.	Makes 240 gallons, "5/100 of 1 per cent Nicotine."
½-lb. can,	.85.	Makes 47 gallons, "5/100 of 1 per cent Nicotine."

These prices prevail at ALL agencies in railroad towns throughout the United States. If you cannot thus obtain "Black Leaf 40," send us postoffice money order and we will ship you by express, prepaid.

The Kentucky Tobacco Product Company

INCORPORATED

LOUISVILLE, KENTUCKY

Local units or district associations are formed by growers contiguously situated in the several fruit sections of our valley, who unite themselves for the purpose of preparing their fruit for market on a co-operative basis. We at this time have thirteen of these units or district associations, covering the entire Yakima Valley from Naches and Selah to Kennewick, each a separate and distinct corporation, governed by its own officers and separate board of trustees. Full freedom is retained by these several district associations over all matters of local concern. They retain their own separate identity, elect their own officers and have absolute control over their own separate affairs not in conflict with the laws and rules of the central association; the latter, however, must, and does, retain absolute control over all questions relating to grade and pack. Each local provides its own warehouse or shipping facilities. These may be elaborate or simple, according to the requirements of the several locals. The theory being that each separate local is its own best judge of the expenditures it should be required to make, and that no one local shall be taxed for the support or equipment of any other local. Each district association annually elects two representatives to the central association, and these form the board of trustees and sole membership of the central association, each having equal voice and power with all other trustees in the government of the central organization and all of its affairs. The policy making and govern-

ing power of the organization thus forever remains in the hands of the local or district associations. All danger of its power or policies being diverted or too greatly centralized is thus avoided. The central organization is maintained as a marketing agency and clearing house only, with full supervision over all questions of grade and pack. In effect the central takes charge of the car after it is loaded by the local, looks after the transporting, re-icing, diversion and marketing, collects for all sales and properly distributes the proceeds, maintains an adequate claims department and vigorously prosecutes all claims for damages arising from any cause that will justify making a claim, and in general serves as a clearing house for the several districts or local associations.

Each grower, early in the season, makes requisition upon his local or district association for the necessary supplies, including box material, paper, spray, etc. Each local in turn makes a requisition upon the central for the gross amount of its supplies, which enables the central to contract in large quantities at a great saving to the individual grower.

These supplies are shipped direct to the several locals for distribution, no central warehouse being maintained. It is not contemplated that the central association itself shall ever establish or maintain warehouses, canneries, driers, ice plants and the like, but that these, when deemed advisable, shall be established and maintained as subsidiary organizations by and through the united action of such local associations as may be directly benefited and shall desire to contribute toward the establishment of the same, to the end that no one district shall be taxed for the benefit of another without its own consent.

Any person who is owner or lessee of lands set to any kind of merchantable fruits or agricultural products may become a member of the association. Each member is required to enter into a contract with his local association appointing the central association as his agent and representative to sell and market all fruit grown by him, binding himself to deliver to said local for sale through said central association all fruits raised by him during the life of the said contract.

NEW RESIDENTS

We are always pleased to extend courteous assistance to new residents of Hood River and the Hood River Valley by advising them regarding any local conditions within our knowledge, and we afford every convenience for the transaction of their financial matters. New accounts are respectfully and cordially invited, and we guarantee satisfaction. Savings department in connection.

HOOD RIVER BANKING AND TRUST COMPANY HOOD RIVER, OREGON

CAPITAL STOCK \$100,000 SURPLUS \$22,000

FIRST NATIONAL BANK

HOOD RIVER, OREGON

F. S. STANLEY, *President*
J. W. HINRICH, *Vice President*
E. O. BLANCHARD, *Cashier*
V. C. BROCK, *Assistant Cashier*

ESPECIAL ATTENTION AND CARE
GIVEN TO BUSINESS DEALS
FOR NON-RESIDENT CUSTOMERS

Thorough and Conservative

Assets over \$500,000

Savings Bank in connection

LESLIE BUTLER, *President*
F. McKERCHER, *Vice President*
TRUMAN BUTLER, *Cashier*

Established 1900
Incorporated 1905

Butler Banking Company

HOOD RIVER, OREGON

Capital fully paid \$50,000

Surplus and profits over \$50,000

INTEREST PAID ON TIME DEPOSITS

We give special attention to Good Farm Loans

If you have money to loan we will find you good real estate security, or if you want to borrow we can place your application in good hands, and we make no charge for this service.

THE OLDEST BANK IN HOOD RIVER VALLEY

LADD & TILTON BANK

Established 1859

Oldest bank on the Pacific Coast

PORTLAND, OREGON

Capital fully paid - - - - - \$1,000,000

Surplus and undivided profits - - - - - 800,000

Officers:

W. M. Ladd, *President*
Edward Cookingham, *Vice President*
W. H. Dunckley, *Cashier*
R. S. Howard, Jr., *Assistant Cashier*
J. W. Ladd, *Assistant Cashier*
Walter M. Cook, *Assistant Cashier*

INTEREST PAID ON TIME DEPOSITS AND SAVINGS ACCOUNTS

Accounts of banks, firms, corporations and individuals solicited. Travelers' checks for sale, and drafts issued available in all countries of Europe.

Since we are organized under the non-profit taking section of our statutes and have no capital stock to be assessed, and no other provision providing for a substantial asset or surplus fund except through the gradual accumulation of such commission charges as may from time to time be established, we provide for a limited loan of collateral security to be furnished by each grower in proportion to the acreage he may have planted to trees. While this obligation is sufficiently restricted to insure its not becoming a burden upon any individual grower, yet in the aggregate it gives to the association a solid and responsible backing, entitling it to a substantial rating with all commercial and credit rating agencies, and with the business world. A commission charge, established at seven per cent for the present season, is each year established by the board of trustees of the central association sufficient to cover the operating expenses of the organization, including the salaries of its employees, agents, salesmen, telegraphing and all other costs incidental to marketing and otherwise falling under the jurisdiction of the central body. Each local association makes, or may make, such charges as it deems necessary to cover loading charges and other necessary expenditures of the local.

Provision is made for withdrawal of contracts upon a specified date each year, but only members with live contracts have any vote or voice in the management of the association, thus insuring freedom from the too frequent complaint made regarding the usual stock company that non-contracting members oftentimes are enabled to control the policy of their company against the best interests of contracting members. Each trustee represents a community, and his actions respecting all proposed laws, rules and other questions of vital concern are, by reason this relationship, both deliberative and devoid of personal preference or favoritism, which is another strong point in favor of the unit or district system. All bars are effectually laid up against official or employees' abuse of position, against all efforts on the part of any official, clique or faction in their attempts to perpetuate themselves in power. Its every relationship is mutual and co-operative in fact as well as in name. It is thoroughly departmentized, with an expert in his particular line at the head of each department. A sales manager of wide experience attends to the marketing and all questions concerning grade and pack. The traffic manager, with many years of experience in railroad traffic and refrigeration, directs the routing, checks our expense bills and maintains a thorough claims department. An experienced auditor supervises the

accounting. A field superintendent, passing from district to district, will supervise all local inspectors and pass upon questions of grade and pack. Our machinery has been most carefully constructed with a view of guaranteeing to our members both efficiency and economy in the conduct of their business.

For the aid and assistance in the working out of these many problems we are heavily indebted to the officers of the California Fruit Exchange, with which we occupy very close working relations, they having rendered us substantial assistance in arranging our marketing connections in addition to the special arrangements through which they furnish us daily with most valuable market information. By reason of their assistance and many valuable aids we are thus enabled to eliminate everything in the nature of an experiment, and present to

our growers a proven and well tried out plan and policy fully demonstrated through years of successful operation.

While our association is yet new, it is nevertheless in complete and successful operation. The thirteen district associations, for which the central association acts both as a marketing and purchasing agent, and for which it serves in the capacity of a general clearing house, are all working together in perfect harmony and unison. For them it has thus far marketed this season 936 separate shipments of early fruits, berries and other products, and during the same time has purchased and distributed many carloads of supplies at a very material saving over former prices. What we have done in the Yakima Valley we hope to see done in all the natural divisions of the Northwest, and they all come together in one central exchange.

Order Direct and Save Agent's Profit

Why not order your nursery stock direct from us, and save that 25 per cent commission which most nurserymen allow their salesmen? The price we name for our stock is a price based on actual growing cost, plus our one small margin of profit, a price eliminating all traveling men's expenses, dealers' profits and agents' commissions. Write us before placing your order.

DONALD NURSERY COMPANY, Donald, Oregon

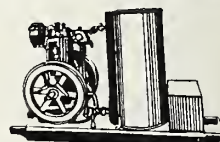
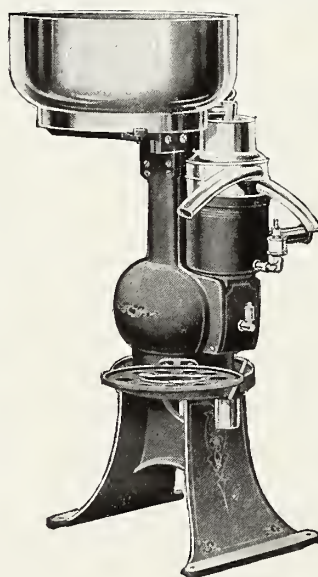
Faculty Stronger Than Ever
More Progressive Than Ever

Results Better Than Ever
Attendance Larger Than Ever

ATTEND THE BEST

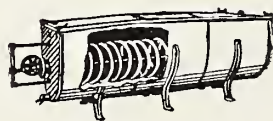
Behnke-Walker Business College

PORTLAND, OREGON



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Are the exclusive choice of dairymen who know. The reason is clear. They separate double the amount of any other in the same time—with the same labor. The same amount with half the time and labor. The link blade device is the secret. Time and labor saved means money made. Write for booklet. Use a cooler. Milk and cream will keep three to four times as long. Booklet free. A Simplex Gas Engine does work of a dozen men. Booklet free.



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PORTLAND, OREGON

Hood River Grown Nursery Stock for Season 1911-12

Standard Varieties.
Prices Right and Stock First Class

C. D. THOMPSON, Hood River, Oregon

THE CO-OPERATIVE CENTRAL MARKETING AGENCY

BY LARNED B. MEACHEM, WALLA WALLA, WASHINGTON

THIS is not a story so much as a message. My purpose is to herald the news that the long sought and much talked co-operative "central" has in all probability come. Not yet, of course, full grown, but here. It matters not how impossible its critics declared it, nor how timid its friends may have been, it is a fact, a very real fact, from now on. And in describing it and its spirit and workings, I am charged by its sponsors, first of all, to say to all growers: "Come in." They are not building it to be their central any more than your central. It is not designed to become in the slightest way exclusive, but in every way inclusive, and all are invited, in the truest fraternity, to share without restriction every benefit implied. Of course, you who read this are a normal man and enjoy association with neighbors who are likewise normal men, and both you and they recognize and welcome the necessity, in this age, of the individuals in every calling getting together for mutual advantage and to avoid mutual disadvantage. By you, then, and by them, this message may be read with greater good if a generous self-interest shall at once impel the thought, "our central," to take lodgement in your mind.

It has cost a great deal of money and a vast amount of effort to bring this nucleus of the apple exchange into being, but the expenditure was unselfishly made for the general good. It was made on the theory that somebody had to volunteer the pioneering and constructive work or all must suffer the certain disaster of indefinite delay, and to the extent that these specific pioneers would lose in the resulting chaos their benevolence may be measured as no more than a sensible foresight. They felt that they could not continue to flock by themselves and live, so they undertook to federate a larger, stronger flock.

Now for the details. Elsewhere in this issue the working plan of the Yakima Valley Fruit Growers' Association is fully set forth. Their organization, positively the strongest in the whole Northwest, is fully manned, their markets are established, their machinery is ready, their spirit is right. Please note that I use the personal pronoun rather than the usual corporation "its"—and this is done advisedly, for the organization at North Yakima is made of a live, red-blooded, human sort of men, whose interests are identical with yours, and whose ideals are quite similar. They represent themselves and their neighbors, not some far-away "interests." Their vision is keen for the welfare of the apples that their brain and brawn have grown, not alone for the present year, but all the years to come, for each man's apple orchard is his family treasury. With them, then, a peculiarly personal aspect makes the doings of the Yakima union their doings rather than its. And, too, the word has a more brotherly sound.

Their fullest aim is co-operation, pure, unalloyed man with man co-operation, and not a cent of gain is now or ever can be sought, for they've written in their charter "not for profit." They are selected men, picked by other men from the ranks, or more properly, from the front rank of the largest of all our great districts. They are "old timers;" they know the apple trade in every phase; they know their own needs and your needs, for your needs and their's are the same. There are twenty-six of them, these men of Yakima, two each from thirteen districts, for the valley is a big one. It is bigger in fact than some whole states: so big that the different ends and sides and sections, before they got acquainted, used to "scrap," but now their slogan is "all for all"—they have learned to pull together and to win.

Well, these twenty-six men, as directors, are the association, each owing allegiance to his home constituency, which is held together by a local, or, as they call it, a district union. Under the directors, and in immediate daily contact with and control over the entire organization, is an executive committee of seven members. Under them is the general manager, Mr. J. H. Robbins; the sales manager, Mr. C. C. Waite, and the traffic manager, Mr. J. T. Ronan, and as these are the men you need to know let me say, briefly, that each was sought out with the greatest care, and was retained only after the strictest investigation proved him to be just the right man for the place. All of them are high priced, too, but their ability to make things come to pass, and the fact that each has done it elsewhere with eminent success, makes the salaries, after all, quite low. Each of these men is big enough to fill his place and do his part even if that should mean to handle every apple from the whole Northwest. And it was just for this the men of Yakima deserve your thanks. They have assembled an organization of utmost efficiency at greater cost than any other district would or could have dared, and they have done it with the thought, at every step, that sooner or later the "central" must come, and that when it did come a strong working force would be needed, and they would contribute these men as the leaders and they themselves fall back into the ranks.

Such is their attitude, but even more. The "central" must grow; it cannot stand, full statured, in a day. To grow at all, however, it must have all of its departments and efficiencies in force, in fullest operation, from the first. But this is too costly. "Therefore," say these men of Yakima, "we will pay the bill. All of the risk shall be ours. We will maintain the organization, underwrite all losses, render service without partiality and guarantee to each and every district that will join us the most complete and efficient marketing arrangement yet afforded—and we will do it, too, at actual cost, with the definite limit that it will not exceed seven per cent." Here

is a challenge, Mr. Grower, that must compel your respect. In a nutshell, it means simply this: Get busy with your neighbors; organize a local union, if you have not one already; make it co-operative; admit growers only; provide for rigid inspection and apply to the Yakima Valley Association for a marketing contract to cover your business this year; other fruits as well as apples, if desired. If you are timid about the future never mind, sign only for this crop and try it out; Yakima is paying the bill. If you are satisfied with the trial you may then go ahead for 1912, as a part, equal with every other part, of the central exchange that will begin business in its own name next year with a twelve months' record already to its credit, and when the central opens, North Yakima, with usual generosity, will not dictate where the headquarters shall be.

Now, this is easy, isn't it? A little risky for Yakima, you may think, but they are willing. And, after all, there isn't any risk that can in the slightest way compare with the disaster that is impending for Yakima and every other section if, as the vastly increasing acreage comes to bearing year by year,

S. E. Bartmess

UNDERTAKER AND
LICENSED EMBALMER

For Oregon and Washington

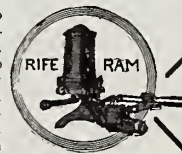
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Hood River, Oregon

Supply Water for Fruit

without expense for pumping by the simplest, most efficient water-power method—automatic Rife Rams.

Costs little to install—nothing to operate. Raises water 30 feet for every foot of fall. Land lying above canal or stream supplied with water. Pumps automatically day and night, winter and summer. Fully guaranteed.



**RIFE
RAMS**
Pump
Automatically
Day and
Night

If there is a stream, pond or spring within a mile write for plans, book and trial offer, FREE

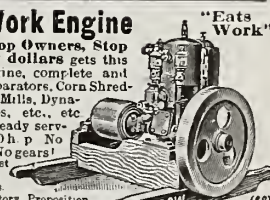
RIFE ENGINE CO., 2525 Trinity Building, NEW YORK

Let SANDOW Run It!

Wonderful Work Engine

Farmers and Shop Owners, Stop Sweating! A few dollars gets this grand little work engine, complete and ready to run Cream Separators, Corn Shredders, Grist Mills, Feed Mills, Dynamos, Printing Presses, etc., etc. Gives a lifetime of steady service! All Sizes: 2 to 20 h. p. No cranking! No cams! No gears! Only 3 moving parts. Finest construction. Thousands in use. Guaranteed 5 years. Write for Special Introductory Proposition.

DETROIT MOTOR CAR SUPPLY CO., 238 Canton Ave., Detroit, Mich.



no co-operative program is worked out. What California experienced is headed this way. How they met the issue is well known. The Yakima plan is built on identical lines; it has been studied by the experts of the California exchange, is approved by them as "safe, sane and conservative" and has behind it every ounce of their moral support. It has, too, at this writing, already won the support of a sufficient number of representative local unions, not only in Washington, but in Oregon and Idaho as well, to assure the success of its contract plan and to guarantee to it a larger tonnage, by far, than has ever been controlled by any single management in the Northwest states. Its distribution arrangements, already definitely contracted in all desirable market centers, have never been equalled.

With the exhaustive discussions of the winter meetings, the marketing problem came from the talk stage into the realm of action. It was shorn of all its mysteries, pruned clean of every doubt, brought forth as the living issue of the day. There is no need for longer wait-

ing; postponement can do no good. There are no side issues, no entanglements, no pitfalls; nothing ahead but loyal, intelligent, co-operation. The grading problem, the storage problem and that of distribution—all will be solved the sooner by mutual cohesion. Every interest dependent upon the stability of values owes allegiance to this cause. Good authority concedes an early yearly output of 100,000 cars of apples from these Northwest states—about ten times the present yield. Every acre planted is aimed to add another car; some will and some, of course, will not, but the land man is still selling and the nurseries grafting roots. But all is well and as it should be—if the growers organize. The Yakima plan points the way. It proposes no pool, no trust, no combine. Each and every grower retains identity. Every district's product may retain its local brand. The stimulus to excellence is in no way curtailed. In every way it's right. Your part is to write them, or, better yet, take the train and get a first hand view, and catch the spirit of these men of Yakima.

CO-OPERATIVE MARKETING CONTRACT FOR 1911

Offered by Yakima Valley Fruit Growers' Association as Basis for Preliminary Organization of Central Agency.

This agreement, made and entered into this.....day of....., 1911, by and between the Yakima Valley Fruit Growers' Association, a corporation organized under the laws of the State of Washington, with its principal office at North Yakima, Washington, party of the first part, and....., a corporation organized under the laws of the State of....., with its principal office at....., parties of the second part, witnesseth:

Whereas the party of the first part is an association formed for marketing fruit for growers, and has perfected a comprehensive system of marketing agencies for the handling and selling of fruit and other products for the growers who are members of said association, or of district associations which hold memberships in said association, and the party of the second part is an organization composed of persons engaged in growing fruit for market; and

Whereas the parties hereto desire to enter into an arrangement whereby the party of the second part can temporarily have the advantages of the selling agencies of the first party;

Now, therefore, in consideration of the premises and the mutual advantages to be derived herefrom and the covenants herein contained, the parties hereto do covenant and agree with each other as follows:

1. That the party of the second part, or its members, will, at its or their own expense, pick, pack and load in accordance with the regulations of the first party, and deliver to it, or its order, f.o.b. cars at the loading station of second party, all carload shipments of apples grown by its members, or under the control of the second party, and will supervise the grading and packing of all apples so that the same shall conform to the specifications adopted at Walla Walla on March 1 (a copy of which is attached). It being understood that the party of the first part may designate the individual to be employed by the party of the second part as supervisor or inspector of grade and pack, to the end that a uniform high standard be maintained throughout all districts co-operating under this arrangement.

2. That the party of the first part will accept all such shipments offered to it by the party of the second part, upon due and proper notice, and will route and distribute the same in the same manner and without partiality or preference, and with equal diligence and attention, as it does any other shipments handled by it. That the first party will obtain for the second party the best price obtainable for apples delivered to it for marketing by second party and will promptly remit to the second party the proceeds of each sale as soon as the same are received by the first party at North Yakima. The party of the first part to deduct from the proceeds of all sales made by it for the second party, seven per cent (7%) of the gross amount received, to cover the expenses of handling and marketing said fruits, said deduction to be made before remitting to the second party.

3. That the party of the first part will at all times extend to the party of the second part all benefits and advantages which are enjoyed by its own members or by any other association with whom it may contract. If at the end of the season there shall be on hand any funds, over and above expenses, which are distributed to the members of the first party, a proportionate amount will be returned to second party. It being the spirit and intent of this paragraph that the fullest measure of mutuality shall prevail as between all parties in interest.

4. That the party of the second part will co-operate with the first party and use its best endeavors to facilitate and expedite the shipments and sales undertaken by the first party, and agrees to furnish to it, as promptly as practicable, all advance information obtainable respecting varieties, grade, pack, date of ripening and quality of fruit to be shipped.

5. That the first party will furnish to the second party a copy of each account of sales rendered to it by its selling agents which shall relate to shipments of said second party, and the originals thereof, together with all other records and accounts of business transacted for the second party, shall be at all times open to the inspection of said party, or its representatives.

6. That the second party shall have the option, if it desires, at any time to order any of its shipments put into storage and held for such period as it shall direct; all charges and costs connected therewith to be paid by the second party, in addition to the charge to be made by the first party, as above provided.

7. That the party of the second part, or its members, may use any individual or other brand or label upon their packages that they may choose, and all shipments made by them shall be marketed in such manner as to retain identity.

8. That the party of the second part shall have the use of the claim department of the first party under the same conditions and at the same rates as charged to members of the first party, said charge being now fixed at 15 per cent of all amounts recovered.

9. It is the intention of this agreement that it shall form a nucleus for a combination of associations working together for the mutual benefit of their members, with the ultimate view of forming a general selling agency for the co-operative associations throughout the State of Washington.

10. This agreement shall continue during the marketing season for fruit grown in the year 1911, and may be continued thereafter from year to year by mutual agreement of the parties hereto, their successors or assigns.

In witness whereof, parties hereto have executed this agreement in duplicate, the date and year first above written.

YAKIMA VALLEY FRUIT GROWERS' ASSOCIATION,

By General Manager

..... FRUIT UNION,

By

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When you go into a store to get a suit of clothes do you say to the salesman, "I want a good suit of clothes," or "I want a suit of clothes that will cost me about eight dollars"? Is the price your one and only thought, or do you give some consideration to quality? The thought which is uppermost when you go after a suit of clothes is the same one that will be uppermost when you go after nursery stock. We can supply you with nursery stock of unquestioned superiority, at a price which will please you. If you are the "Quality" man, you want our catalog, and we want your business. Let us show you what we have.

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MARKETING THE NORTHWESTERN APPLE CROP

BY C. A. MALBOEUF, SECRETARY NORTHWESTERN FRUIT EXCHANGE

VARIOUS causes have been suggested for the disappointing returns that the apple growers of Oregon, Washington and Idaho received for their apple crops last year. Better quality of the Eastern product, better pack, a combined prejudice by the Eastern trade against the Western apple, abnormal yield on the Pacific Coast, and other physical and commercial conditions have been advanced as the responsible factors. That many of these features had some part in the general result is not to be denied, but that they were largely incidental rather than instrumental is also a fact. This is particularly true with respect to the improved character of the Eastern apple and what proved to be the record crop of the Pacific Coast; the former was certainly not formidable enough to have effected the marketing ability of the latter to a much greater degree than it had done during the previous years, and it is just as illogical to attribute the mere physical fact of increased production in the Northwest orchards as the occasion for the demoralization which the season developed. While the Eastern quality was better than it had been for some years, this was the inevitable result of the awakening spirit throughout its fruit sections in order to meet the Western competition; the improved pack was a step in co-operation with the better methods employed in the orchard, and the lining

up of their forces against the Pacific Coast apple represented the commercial side of the situation. In other words, the East had been steadily preparing to meet the increasing competition of our products because of the great inroads they had been making into their markets. The introduction of a new article of superior quality and pack had created a high class demand unknown before the advent of the Western boxed apple, and stirred them into the necessity of commercial retaliation. These were some of the obstacles that the Northwest growers encountered at the opening of the season, which should have been known in advance, but were not the definite causes. The competitive struggle between the Eastern and Western apple was a natural consequence in 1910, for the reason that both crops had reached their maximum in volume, at least for the first time since the Pacific Coast product became a commercial factor. The East had foreseen the evolution of this condition, and was organized and ready for it. The West had not, and this state of unpreparedness was almost as general as it was deplorable. There was a noticeable absence of local co-operation in many districts, and in many sections where organization existed, it did so more in name than in fact. No analyses had been made of what the growing crops would amount to; indeed, few localities had estimated their own

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output, and no one came forward with the forecast that the combined yield in the three states would reach a total of more than eight thousand cars. Lack of organization, therefore, meaning lack of general co-operation, and a more than corresponding defect in knowledge of markets and marketing methods, were the foremost governing factors in the slump of last year's prices. In plain English, the responsibility was with the grower himself, and no one else. The Northwest apple, that had been supreme in values throughout the Union and Europe for a period of years, was again sacrificed upon the markets of least resistance, because the general voice of co-operation was silent, and it automatically followed that the disposal of a banner crop which did not aggregate seven per cent of the entire country's yield, cost the growers in net returns between one and two millions of dollars. It was experience, dearly bought.

And now, in the preliminary stages of the new season, what do we find? A short crop of fine quality, in the Northwest, that would naturally suggest high prices for the grower; an Eastern crop of uncertain quantity which has been heralded as the largest in recent years, and made the occasion for the prediction of low figures—abnormally low. And we find the speculator in the field contracting for the crops at figures that to the intelligent mind, strongly point to the possibility of healthy conditions later, at the proper marketing period, and too many growers, members of associations

and non-members, willing to accept the tempting offers of small advances, in total disregard of the advantages and vital necessity of organized action. Do not the loudly sounding tones of low prices carry with them the suggestion or the hope of the speculator that the practices of former years are to be repeated, and the few centers where the Northwest apple first made its appearance and its record values, again congested with the products of nearly every district, instead of being spread judiciously and opportunely in the many markets that are anxious to consume the fruits and take them at their full physical worth? If this is not the explanation, what is? Are we to believe that the entire marketing area has been developed and must be made the annual "dumping ground" for our crops? Or must we be forced to admit our inability to place less than six thousand cars in more than three hundred separate markets, if those markets are fostered, exploited or developed, and at the rate of twenty cars for each market, will the prices be profitable or otherwise? But how many of those markets are acquainted with the excellence of our fruits through past contact? Less than one hundred and fifty in the United States and Canada alone last year, and less than one hundred in the previous history of the Northwest apple. If a city with a population of less than thirty thousand, lying within the zone of Eastern shipment, and with transportation charges much less than those applying

from the Pacific Coast shipping districts, could and did consume in one introductory season at strong prices, and during periods of demoralization in the overcrowded cities, eleven carloads of our products, is it not reasonable that our expected output in 1911 can find ready and waiting demand at favorable values,

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among ninety millions of people, if the fruit is placed with intelligence, and with due regard to conditions of supply from other competitive localities? Has the Northwest profited by last year's results, and prepared itself for a competitive condition that may or may not be accompanied with its difficulties in disposing of a short crop, in the face of an undetermined Eastern crop that the elements of nature have continuously worked against, from the period of bloom to the present? Should not every local organization in Oregon, Washington and Idaho strive by every effort at its command to strengthen its membership and hammer it into a proper realization of the situation? It can be stated, and stated definitely, at this time, that with co-operation well and firmly established, and supported by scientific and effective marketing principles, there would have been no occasion for the occurrences of 1910, and with those methods in force, there should be no cause for alarm as to the prospects for depreciated values in the present season's crops. Unfortunately the outlook for broad co-operation is not as bright as it should be. Our fruit industry is represented by seventy-five or eighty growers' unions; some of them are strong and others are not. Perhaps an average of forty per cent of the growers in each district belong to their unions; it is doubtful if the number is greater, but it is certain that in some of the most prominent sections the actual percentage is less. And of the membership what ratio ships exclusively through the union

and abides by the discretion of its officers? It may reach fifty per cent, but that is also doubtful. There is, therefore, between twenty and thirty per cent of the numerical strength of the Northwest working co-operatively in their respective districts, and representing less than thirty-five per cent of the entire crop. In the meantime, what are the remaining growers doing? Are they helping the industry as a whole by standing on the side lines, willing to listen to every appeal aside from that of organization; waiting to join in the general tendency to ship to the congested centers as they have done for years; anxious to do anything except to share their burden of responsibility in the work and effort that must be carried on to insure success to themselves and their fellow growers? Does it not naturally follow that the indiscriminate and wholesale shipment of their crops, either at unreasonably low cash prices, or at the mercy of the markets, cannot mean anything but demoralization, and that it was these very conditions which led to the disastrous results last year? Has the

United States government not taken observance of these conditions, and commented only recently upon the lack of organization as responsible for the prevailing low values for fruits and other commodities that were so common in 1910? It is not, therefore, the local situation only that calls for criticism and severe arraignment of any producing and marketing effort that is without its definite and established system, and are not the virtues of co-operation being preached from every section of the continent today? Witness the difference in conditions between the Northwest last year with its limited crop of apples returning to its growers the lowest prices in the past decade, and the citrus fruit growers of California securing during the same period the highest prices in the history of that traffic, and at the same time placing nearly 40,000 cars to the consumer at lower prices than he had ever before paid. The Northwest grower must produce his crop at the lowest possible cost, and market it at the highest possible figure, in order to secure satisfactory returns on his

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investment. Co-operation will bring this about. The grower must get his boxes cheaper, his labor, everything connected with his operations in the orchard, and the packing house to do his business justice, but he cannot do so by indifference to the necessities of organization. The orange growers in California at an expense of less than three cents per box levied against the crops of two seasons, reduced the annual cost of their packages seven hundred thousand dollars, and yet the aggregate outlay for timber lands and plant did not exceed three hundred and fifty thousand dollars. The Northwest apple must be advertised far and wide to increase its consumption in the markets already developed, and to create new markets. One cent per box, figured upon the output in 1910, would have raised a sum of fifty thousand dollars for that purpose, and its advertising power would have created untold demand. It cost the independent orange grower of Florida fifty cents per box per year to successfully introduce their product in the Eastern markets through advertising methods. The Virginia Fruit Growers' associations last year obtained for their members from twenty-five cents to one dollar per package for the shipments made through their packing houses in excess of the average figures secured by the independent growers. Organization in Florida increased the price of the orange output thirty-five cents per box in a single season, and through the most rigid rules of inspection reduced the waste by decay in transportation from seven and one-half per cent to two per cent in one year. These are instances in the history of modern organization which it will pay the Northwest orchardist to reflect upon.

Co-operation in the apple industry means prevention of waste, because it prevents the shipment of over-ripe fruit, unsuitable sizes, improper grades, and undesirable quality. Rejection, the natural consequence of those conditions, means waste, and the latter brings inevitable reduction in prices. It will help to control the output, not only of each locality, but of each district, state and the entire Northwest. It will reduce the cost of production, increase consumption, and justify the maintenance of natural values. It will provide adequate packing facilities, cold storage plants, advertising fund, and every other physical element that the progress of the industry requires. Above all, it will insure a thoroughly effective, scientific marketing organization, against which the competition of the Eastern apple will be of little avail regardless of its character or volume.



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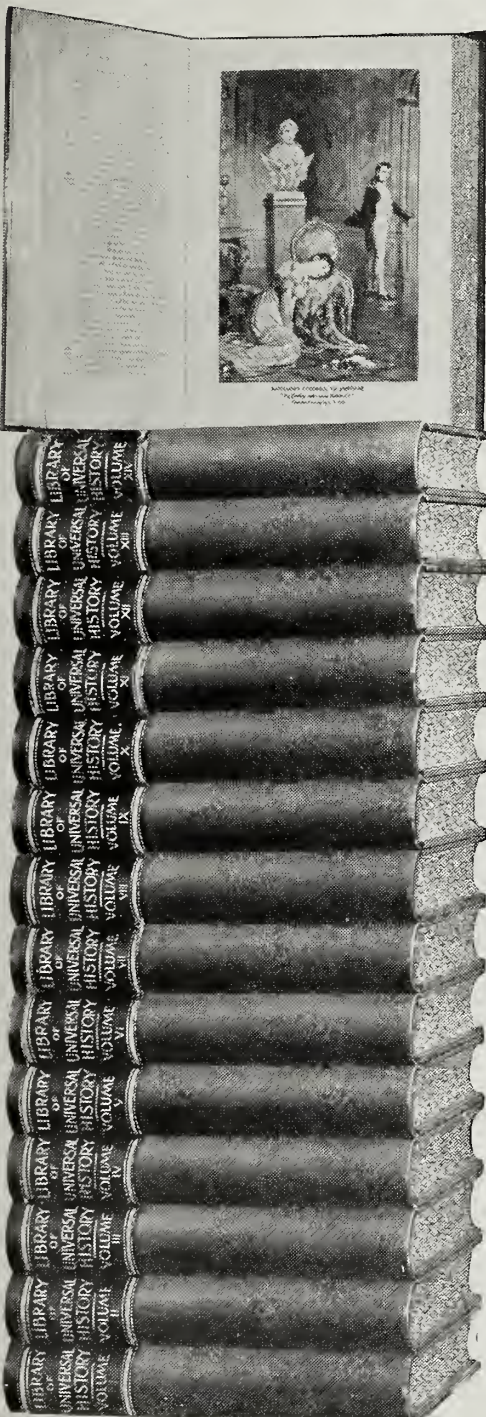
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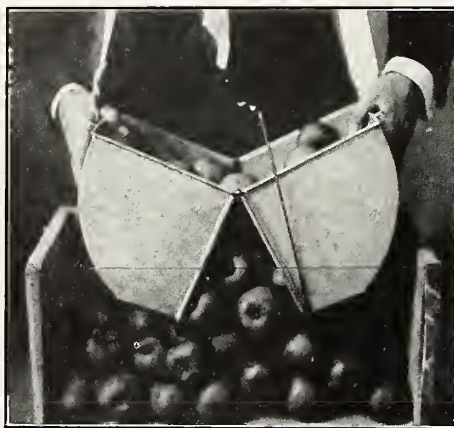
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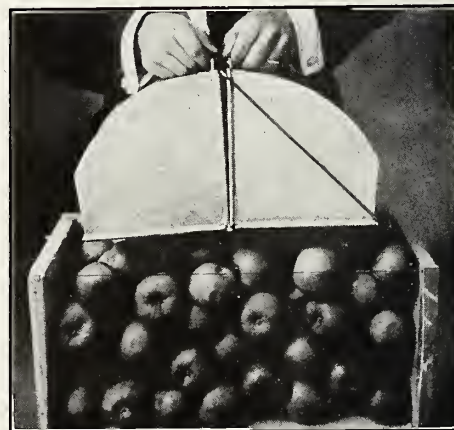
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membership embraces 30,000 farmers, and the society is shipping 4,000,000 pounds of butter yearly.

Eggs are sent in weekly from the different depots, each egg being stamped by the farmer with a rubber stamp with figures representing name of farmer, district and date, so that any bad egg can be easily traced back to the farmer who sent it. Every egg is tested. On the farmer who has sent the bad ones a fine is imposed for each bad egg. This method soon sharpens the farmer's wife, and she takes good care to see that the nests are cleared every day. The eggs are paid for by weight, so much a pound, not by number, and are all graded in packing into three different sizes. The farmer is paid weekly on a quotation fixed in accordance with market prices in London and Copenhagen. In order to avoid putting so many eggs on the market when the price is low, and still further depressing it, immense quantities are preserved in huge vats of lime and water, with an air-tight covering of water glass. These are sold as eggs become scarcer and dearer, so that the farmer has not to dispose of his eggs when there is a glut on the market. They can stay at home and look after the work of the farm. The turn-over in this society in butter and eggs is about \$2,500,000 per annum; cost of buildings and plant between \$65,000 and \$76,000. It has only been established ten years and is still growing, especially in the egg

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WHEN WRITING ADVERTISERS MENTION BETTER FRUIT

department. The estimated cost of collecting, forwarding to central depot, grading, testing and packing for export is about two cents per dozen.

The bacon factory at Hasley has a membership of 900 farmers, who supplied 13,000 hogs last year. It has been established eight years. That at Odense has a membership of 5,000 farmers, who last year supplied 70,000 hogs from all over the Isle of Fyen. At the entrance to the factory are posted the day's prices for first, second and third quality hogs, so that anyone can see current quotations, or a farmer can, by telephone, ascertain the current price, and then decide whether he will send in his hogs or not.

All these societies are purely co-operative. The farmers in a district meet together to establish a co-operative society to deal with their produce—milk, hogs and eggs. Each one undertakes to supply the factory with a certain amount of produce. A dairy has to be built and machinery bought. No prospectus is issued, nor are there any shareholders. How, then, is the money raised? Each farmer signs a document by which he is held responsible, not for a part of the money that must be borrowed, but for all. Say, for example, that \$10,000 has to be raised for cost of building, plant, etc., and that 200 farmers become members of the society. Every one of the 200 signs his responsibility for the \$10,000, so that if the 199 cannot meet their liabilities the remaining one is bound for the loan. Actual experience, however, proves that in Denmark no risk whatever is attached to this. Armed with such a bond there is not the slightest difficulty in borrowing the money at a low rate of interest. Banks or loan companies are only too glad to lend on such a security. The dairy is then built and equipped, a chairman and small committee of management appointed, their pay being practically nothing; these in turn appoint a skilled manager, the milk is delivered at the dairy, made into butter and either sold by the dairy direct to England, or if the dairy is too small it affiliates itself with a larger dairy, and so the produce is disposed of. The price to be paid for milk, hogs and eggs is settled by the weekly quotations for butter, bacon and eggs in Copenhagen or London, a certain margin being left for working expenses. At the end of the year the balance sheet is made out, all expenses paid, including interest on loan and depreciation, and the balance is distributed as bonus to each farmer in accordance with the amount of produce he has sent. Bacon factories are established in the same way. The Egg Society is the simplest and least costly of all, and is often worked as a branch of the Bacon or Butter Society.

The farmers of England, Russia, Canada and other countries are studying these co-operative methods of the Danish farmers in order to introduce them elsewhere. It might be well for American farmers to take the same trouble.—Consul W. C. Hamm of Hull, England, in the Co-Operative Journal, Oakland, California.

BARNETT BROS. 159 South Water Street CHICAGO

A Minute's Talk

with Western Fruit Associations, particularly those dealing in Apples, Cantaloupes and Peaches, are invited to correspond with us. We are able to put before you a plan for marketing your output in a manner satisfactory to you and mutually profitable.



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This orchard tract adjoins the town of Yoncalla, Oregon, which is situated on the main line of the Southern Pacific Railway. No better land in the West. This tract of orchard land is being subdivided and sold in 5 and 10-acre tracts.

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OUR "DIAMOND QUALITY" true to name plants, select strains of our own growing, give larger crops and better berries. Healthy, vigorous, heavily rooted plants with large, full crowns, packed in ventilated crates of 500 each, crowns up.

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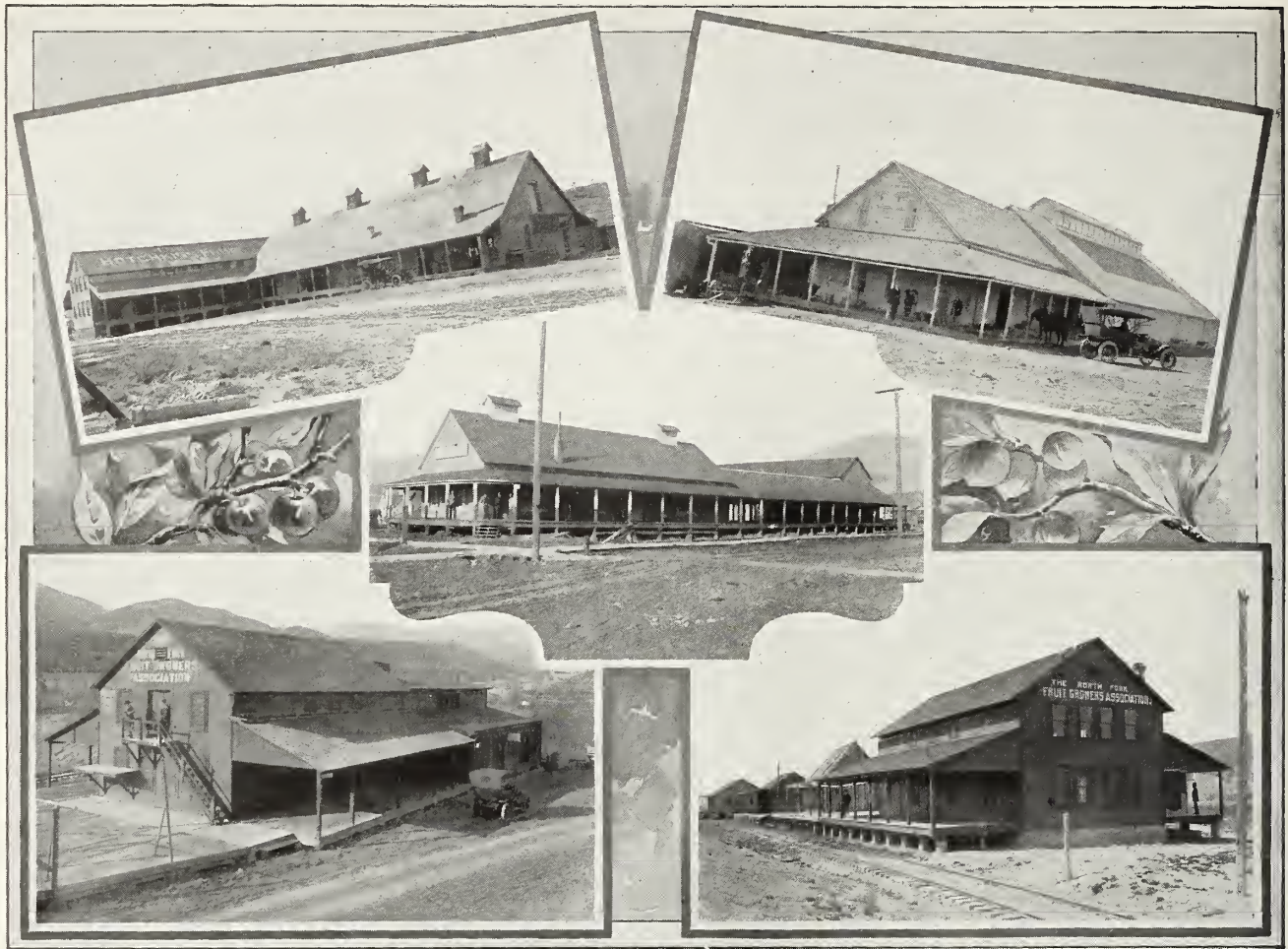
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THE MOST EXTENSIVE OPERATORS IN
HIGH CLASS FRUITS IN THE WORLD

THE Messrs. Steinhardt & Kelly take great pleasure in advising the fruit growers of the Northwest that a member of the firm will as usual make his annual trip to the Coast sometime during the latter part of August and the early part of September, for the purpose of acquiring, both by the outright purchase or such other method as agreeable to the growers, the large amount of reserve stock in all varieties of fruit which their business demands. Particularly do the Messrs. Steinhardt & Kelly wish to draw the attention of the growers to their practically unlimited outlet for fancy fruit and to their sincere belief in their ability to handle and dispose of the crops of the most extensive districts at prevailing market rates with celerity and dispatch.

¶ The Messrs. Steinhardt & Kelly might also incidentally mention that they have completed arrangements giving them cold storage space for several hundred carloads in the very best cold storage warehouses in the East and Middle West.

¶ All correspondence will get the prompt personal attention of a member of the firm



SHIPPING STATIONS OF THE NORTH FORK, COLORADO, FRUIT GROWERS' ASSOCIATION
Reading from left to right: Top, Hotchkiss and Lazear; bottom, Roberts and Coburn; center, Paonia, all in Colorado

THE NORTH FORK FRUIT GROWERS' ASSOCIATION

THIS association was organized in April, 1902, at Paonia, Colorado. It was capitalized at \$25,000, but only about \$3,000 was necessary to commence operations in the first year. The North Fork branch of the Denver & Rio Grande Railroad had not yet been constructed, and in the first year of the association's history it was necessary to transport the packed fruit to Delta, thirty-five miles distant, in wagons. George S. Conklin, now manager of the Delta County Fruit Growers' Association, was the first manager of the North Fork association. The business was light and Mr. Conklin returned to his larger interests at Delta, leaving the management in the hands of Mr. W. A. Starks, who had been Mr. Conklin's assistant since the organization. In 1903 the association built as a nucleus for its present extensive real estate holdings

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Want good man with sufficient capital to plant 80-acre fine pear and apple tract in Rogue River Valley, Southern Oregon, to join me in developing. On main railroad, near town; adjoins highest class orchard project. Bearing orchards in the valley produce \$500 to \$1,000 per acre per year, and have sold for more than \$2,000 per acre. I own the land, and want reliable, successful man who can develop and furnish funds, to be expended by him. This is a rare opportunity for acquiring a superb orchard in the blue ribbon fruit belt of America. References. Address at once, W. T. REED, 536 New York Life Building, Kansas City, Missouri.

the brick warehouse which still stands at the corner of Second Street and North Fork Avenue, Paonia, adjoining the Denver & Rio Grande yards. The following year a packing house was added, which proved at that time to be amply large for all the fruit of the members. In this same year, 1904, by rare good fortune, the association secured the services of Mr. W. H. Garvin, one of the best known fruit salesmen in the Middle West, to take charge of the management of the association. The development of the association from a small community of growers to its present comprehensive system of packing houses and shipping stations and its constantly increasing patronage is largely due to the marked ability with which Mr. Garvin conducted the business. The following year saw the first extension outside of the town of Paonia in the building of the house at Roberts Switch, one mile east of Paonia. A house of similar construction was erected two and one-half miles west of Paonia to serve the growers in that territory. The house at Roberts Switch proved inadequate within a very short time, and an addition larger than the original building was constructed in 1908. At the close of the 1908 season, Mr. Garvin resigned from the active management of the association, and his

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Joseph C. Watkins, Manager
JOPLIN, MISSOURI

assistant manager, Mr. A. L. Craig, was elected to succeed him, Mr. Garvin remaining in charge of the sales department continuously since that time. This beginning toward separating the different phases of packing, shipping and marketing into departments has been productive of most excellent results. Today the association operates ten main packing houses, with a number of smaller substations located farther inland, which ship through seven stations on the Denver & Rio Grande Railroad. The general offices of the company are in Paonia, where the affairs of all the stations are looked after by the manager and Mr. Bingel, the general superintendent. The general sales office is located in Delta, Colorado. Mr. C. T. Rule, secretary of the board of directors, is resident manager at Hitchkiss, and Mr. D. L. Blakely, a member of the board of the Rogers-Mesa Association, is manager at Lazear, while Mr. H. G. McCall has charge of the local business at Paonia.

The policy of the association is to pack, as far as possible, the fruit of its growers in the central packing houses described above. Each separate district forms a pool, and growers in each district receive the same amount for each grade and variety of fruit shipped. Where it is impracticable for the association to assume charge of the packing because of remoteness from shipping stations, and in some cases where growers prefer it because of local economy, packing in the orchard is practiced, but fruit packed in this manner is subjected to a rigid

inspection before it is shipped. The sales of fruit outside of the State of Colorado are handled by the sales manager, Mr. Garvin, in Delta, who in turn handles his shipments through the salaried agents of the largest fruit distributing institution in the United States. In class of patronage, in equipment, in service and results, The North Fork Fruit Growers' Association undoubtedly stands upon a level with any similar institution in the country. From a handful of growers possessing a community interest to an exchange of several associations its growth has been steady and most gratifying. In addition to buildings shown in the illustration, the association has two warehouses at Excelsior, one each at Pitkin, Elberta and Terror Creek, all in Colorado.

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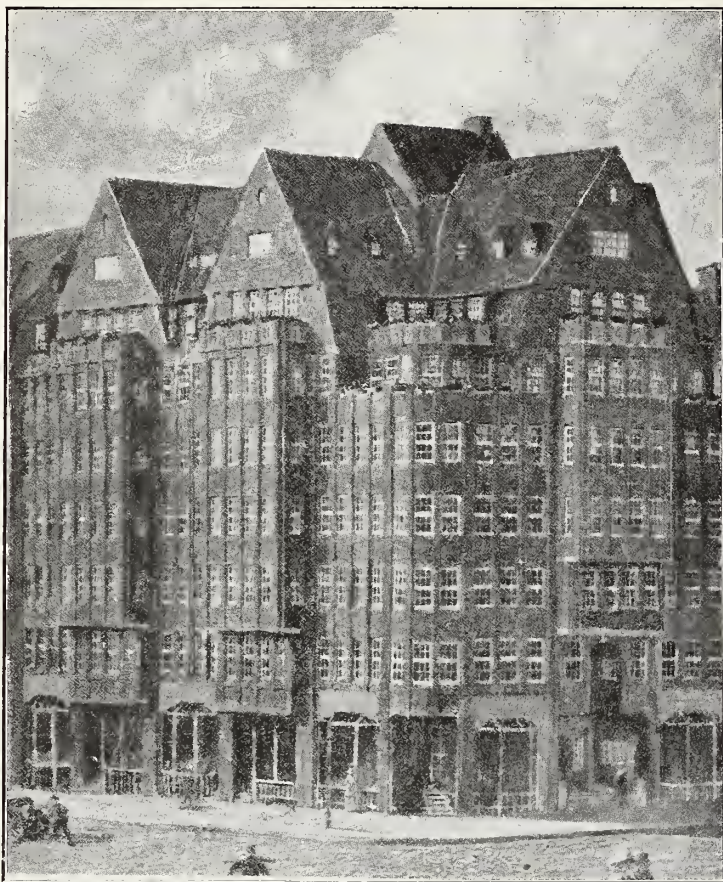
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25 Boxes of Apples

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Will present this to the apple grower making the best 25-box exhibit of his product at the American Land and Irrigation Exposition to be held in New York City in November, 1911. The apples may be of any variety or varieties, a single variety to the box; may be all of one variety or different varieties in the various boxes. No exhibit will be barred on account of location of the land producing the apples, all other conditions being lived up to.

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you will have.

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MOSIER FRUIT GROWERS' ASSOCIATION INCREASING

MOSIER is thoroughly an "association" community. Ever since the association was organized five years ago its support has been increasing until last year it included every fruit grower of the district. The shining success of the Mosier Fruit Growers' Association is due primarily to the personnel of its membership. They are intelligent, up-to-date horticulturists, possessed of enough good sense, business training and far-sightedness to realize the advantage of working closely and harmoniously together in the marketing end of the proposition. As a

reward for so doing each season has brought very satisfactory returns and an increasing confidence in the future.

The greatest achievement of the association is its highly praised pack. Mosier has a corps of expert, home-trained packers, who work under the direction of association officers, but if they had to quarrel with growers who desired to work off every kind of fruit on them the result would never be a strictly honest and satisfactory pack; instead of this they have the unanimous and loyal support of all growers, who are proud of the

association's brand and proud to have their own names on the box also.

In 1910 the association shipped fifty cars of apples, thirteen cars of Italian prunes, two cars of cherries and one car each of pears, plums and peaches. The estimate for 1911 includes thirty-five cars of apples, ten cars of Italian prunes, four cars of peaches and one car of pears. Judging from the favorable reception of the Mosier Spitzenbergs and Newtowns in New York for the past eight years these varieties will probably find their way there again this year. Other varieties have found a wide distribution from New Orleans to St. Paul and from San Francisco to Boston, as well as across the Atlantic.

After years of experimenting to determine what varieties were best adapted to the climate and soil of the Mosier hills, the growers discovered that the choicest quality apples were the kinds that grew to most pre-eminent perfection. The younger orchards show a heavy preponderance of Spitzenbergs, Newtowns, Ortleys and Arkansas Blacks, but there will be enough of Baldwins, Wageners, Red Cheek Pippins, Ben Davis and other varieties to at least supply old customers who have been so well suited. All Mosier apples are non-irrigated, and while the high color, perfect flavor and desirable sizes equal the best from anywhere they have added value that the trade well understands, and that is for remarkable keeping quality.

The large acreage of orchards just coming into bearing will rapidly swell the shipments from Mosier. At least one hundred cars are expected by 1912 and two hundred cars for the following year. Mosier growers have taken numerous prizes at apple shows, and by comparison with other districts, especially their adjoining neighbors of Hood River, they feel well grounded in the belief that they produce a grade of fruit that will always bring remunerative prices because of its superiority. The directors of the association actually do the directing of its affairs, meeting every week, and oftener when occasion requires, giving close attention to all the details of the business.—A. P. Bateham, Vice-President.

◆ ◆ ◆

How do you like the efforts of "Better Fruit" to raise the standard of growing and marketing? A word of comment now and then, will be appreciated.

The PACIFIC MONTHLY

has just closed the most successful and prosperous year in its history. We want to make 1911 even more successful than the year just passed. We want *your* name upon our subscription list. Here are a few facts which will help you to decide the question of subscribing,

¶ The Pacific Monthly is recognized as the most successful independent magazine in the West. It publishes each month artistic and unusual duotone illustrations of beautiful Western scenery, studies of Indian heads, or of animal life, ranging from Alaska, on the North, to Mexico on the South, and as far afield as Japan and the South Seas. From its striking cover design to the last page you will find a feast of beautiful pictures.

¶ Each month it publishes from five or six short stories by such authors as Jack London, Stewart Edward White, Harvey Wickham, D. E. Dermody, Seumas MacManus, Fred. R. Bechdolt, and other well known writers of short stories. Its stories are clean, wholesome and readable.

¶ Each month one or more strong articles are published by such writers as William Winter, the dean of dramatic critics, John Kenneth Turner, the author of "Barbarous Mexico", Rabbi Wise, the noted Jewish Rabbi, and John E. Lathrop, who contributes a non-partisan review of national affairs. Charles Erskine Scott Wood contributes each month under the title of "Impressions" a brilliant record of personal opinion.

¶ The Pacific Monthly has become noted for having published some of the best verse appearing in any of the magazines. Charles Badger Clark, Jr., contributes his inimitable cowboy poems exclusively to The Pacific Monthly. Berton Braley, George Sterling, Elizabeth Lambert Wood, Wm. Maxwell, and other well known poets are represented by their best work in our pages.

¶ A feature that has won many friends for The Pacific Monthly has been our descriptive and industrial articles. During the coming year one or more such articles will be published each month. Articles now scheduled for early publication are: "Money in Live Stock on the Pacific Coast", "Success with Apples", "Nut Culture in the Northwest", "Success with Small Fruits", "Fodder Crops in the Western States".

¶ In addition to these articles the Progress and Development Section will give each month authoritative information as to the resources and opportunities to be found in the West. To those who are planning to come West, the descriptive illustrated articles on various sections of the West will be invaluable.

¶ If you want a clean, fearless, independent magazine—one that will give you wholesome, readable stories, authoritative, descriptive articles of the progress being made in the West, a magazine that believes thoroughly in the West and the future destiny of the West—you will make no mistake in subscribing for the Pacific Monthly. Its subscription price is \$1.50 a year. To enable you to try it for shorter period, however, we will give a trial subscription of six months for \$.50.

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MAKING THE DESERT TO BLOSSOM AS THE ROSE

CENTURIES ago the Aztecs and Spaniards grew amazing crops in the Lower Pecos and Rio Grande Valleys of Western Texas by means of irrigation. The frequent discovery of old canals in that locality is evidence of this fact. The writings of early travelers also tell us of the wonderful vineyards and orchards that once existed in these fertile regions of the great Southwest. The recent revival of the grape growing industry has forced the growers to look for a combination of soil and climate that

will produce a big yield of the grape, and the indisputable evidence of ancient vineyards in the above named valleys has turned their attention in that direction. As a result these old canals are being opened up and new canals are being constructed until in many districts of these valleys there is a perfect network of laterals and ditches under irrigation reservoirs. Fruit experts from older states have gone into these districts and are already making a wonderful success. Pears, peaches and grapes have paid

upward of \$500 an acre profit. Pears have won prizes at many state and national fruit expositions. Grapes grown in the Lower Pecos Valley are said to possess a flavor that loses no favor when compared with the famous California varieties.

Agricultural development of the Lower Pecos Valley has been retarded by lack of railroad transportation. Recently, however, the Kansas City, Mexico & Orient Railway Company ran its survey across this rich valley, and is now laying steel into Fort Stockton. With the coming of railway transportation orchardists and grape growers are flocking there from old established districts. Hundreds of thousands of peach and pear trees and millions of grape vines have been planted in the Lower Pecos Valley since January 1, 1911. This valley, under irrigation, promises to be the next important vineyard of America. One hundred thousand acres of rich sandy loam can be irrigated and planted to orchards and vineyards. The rapid development now in progress leads experts to believe that this entire valley surrounding Fort Stockton will soon be one vast vineyard and orchard.—Contributed.



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We handle thousands of cars of fruit yearly, Apples, Pears, Peaches, Prunes, Etc.

TWIN CITY MAY GET THE NATIONAL APPLE SHOW

THE following clipping from the Minneapolis Journal of June 28 is self-explanatory:

Mr. Ren H. Rice, secretary of the Spokane National Apple Show, has been in conference with L. S. Donaldson and with officers of the Minneapolis Commercial Club on the proposition of combining the apple show with the land show. Mr. Rice spent yesterday in conference with officials of the St. Paul Association of Commerce at the office of Secretary J. H. Beek. The plan of bringing the apple show east from Spokane and of combining it with the land show was discussed in detail, but no decision was reached. Louis W. Hill, chairman of the executive committee of the land show, is absent from the city, but will be back in a day or two, and upon his return the matter will be decided. Prospects seem very favorable for securing for the Twin Cities the apple show that has been three times a big feature of the Western country, when held in Spokane.

Last year there were 2,000,000 apples on exhibition and temporary buildings,

covering three and one-half acres of ground, were erected. The National Apple Show, which is incorporated, is backed by the Spokane Chamber of Commerce and the commercial interests of the great area commonly spoken of as the "Inland Empire." That greater advantage might be obtained for exhibitors and greater opportunity afforded the people to visit the show by holding it farther east, was suggested after the close of last year's show in Spokane, and Mr. Rice was sent East with the authority from the board of trustees to make arrangements for holding the show here, if it can be satisfactorily worked out.

Mr. Rice's visit to Minneapolis is partly for the purpose of testing sentiment here as to the co-operation that may be expected from this city for the St. Paul show, and he found, he said, that Minneapolis will give hearty support. The offer of Mr. Donaldson of a first prize of \$1,000 in cash for the finest car lot exhibit is an important influence. Mr. Donaldson said today that his offer holds just as good for the apple show if held

J. M. Schmeltzer, Secretary

Hood River Abstract Company

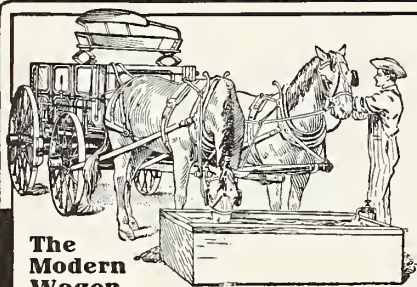
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in connection with the land show in St. Paul as if held in Minneapolis, and that while he has not given thought to the details the general idea of having the apple exhibit in the St. Paul Auditorium at the same time as the land show seems a good one.

"I will give the \$1,000 cash as a first prize for car lot exhibit just the same if it is decided to hold the apple show in St. Paul," Mr. Donaldson said. "The St. Paul Auditorium, it seems to me, would be a good place to hold it, and if that is decided upon there will be good support and patronage from Minneapolis. The two cities will work together for the success of the show." "Because Mr. Hill is out of the city, and as much will rest with him, I cannot say what will be done, but I have been not only surprised, but delighted to find that there is in Minneapolis and St. Paul a spirit of co-operation that, in my judgment, insures in advance the great success of the show if held here," Mr. Rice said. "If it comes there will be an apple display that in beauty and magnitude will surprise the people here."

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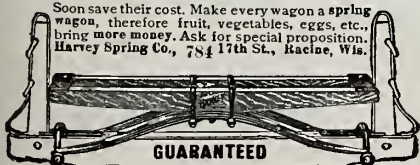
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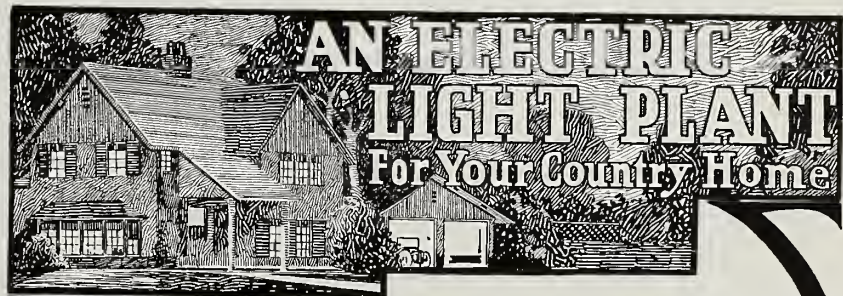
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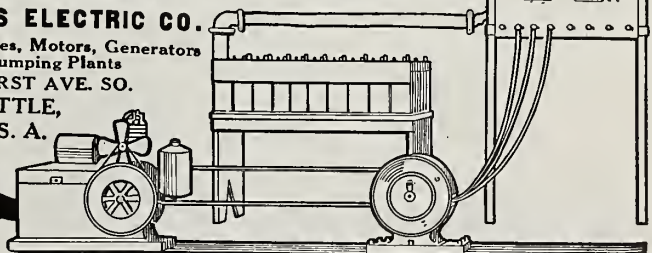
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That I cannot afford to mark my fruit with bordeaux," says Mr. George T. Powell, of Ghent, New York, a grower of fancy apples. "I have less scale and finer foliage than ever before."
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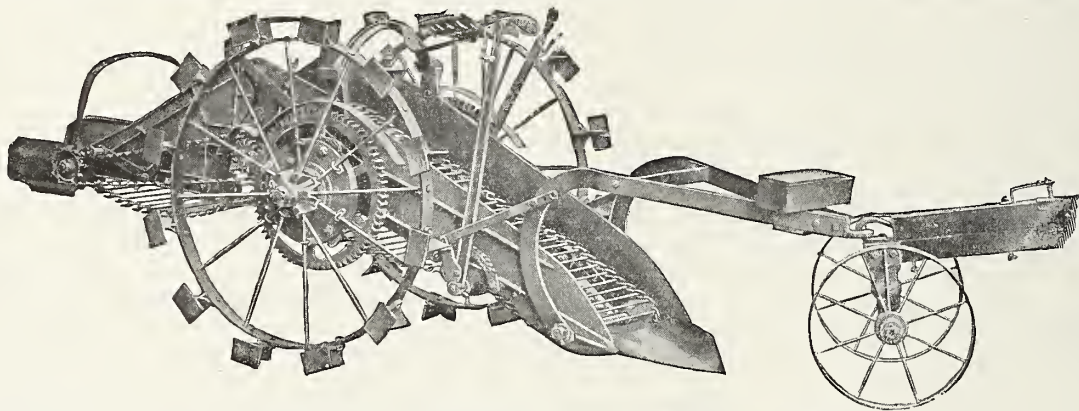
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The shovel enters the hill deep enough to get every potato. The shovel is slightly concaved. It breaks the outside of the hill and turns it toward the center of the shovel. The elevator is a sort of apron—an endless belt of linked steel rods. The motion of the apron loosens the dirt from the potatoes. The dirt falls through the spaces between the steel rods of the apron, to the ground. The potatoes, after

being elevated to the highest point, are delivered to a rear apron which shakes off the last particle of dirt. The potatoes are finally delivered on the ground at the rear of the digger in a narrow row. They are all there—every one—clean—none cut or bruised—easily picked up.

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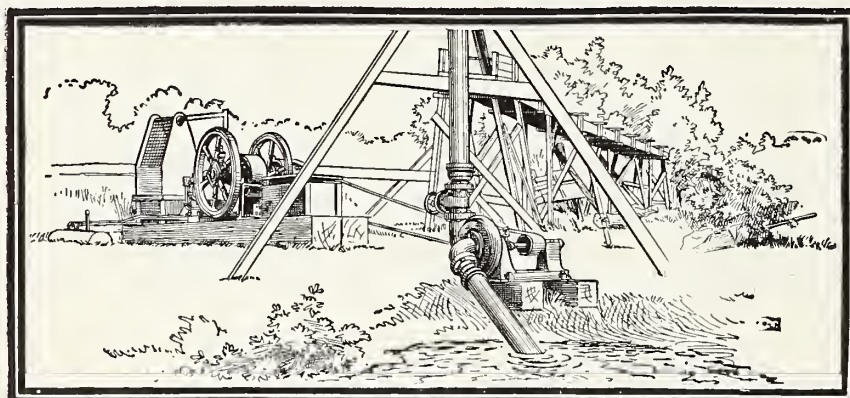
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also for copy of our illustrated booklet, "Outings in Oregon," or write to

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THE INTERSTATE FAIR AT SPOKANE, WASHINGTON

INCREASED prize lists in every department and new buildings that will avoid the overcrowding complained of last year represent part of the outlay of \$126,000 that the Spokane Interstate Fair is making on its week of entertainment this year, October 2-8. To help take the place of the National Apple Show, which will not be held in Spokane this year, the fair association has nearly doubled the value of its apple prizes, this class of exhibits receiving the largest advance over previous years. The apple prizes aggregate \$1,458.50, and other fruit classes will be more liberally taken care of than ever before. Irrigated and non-irrigated products will receive the same consideration.

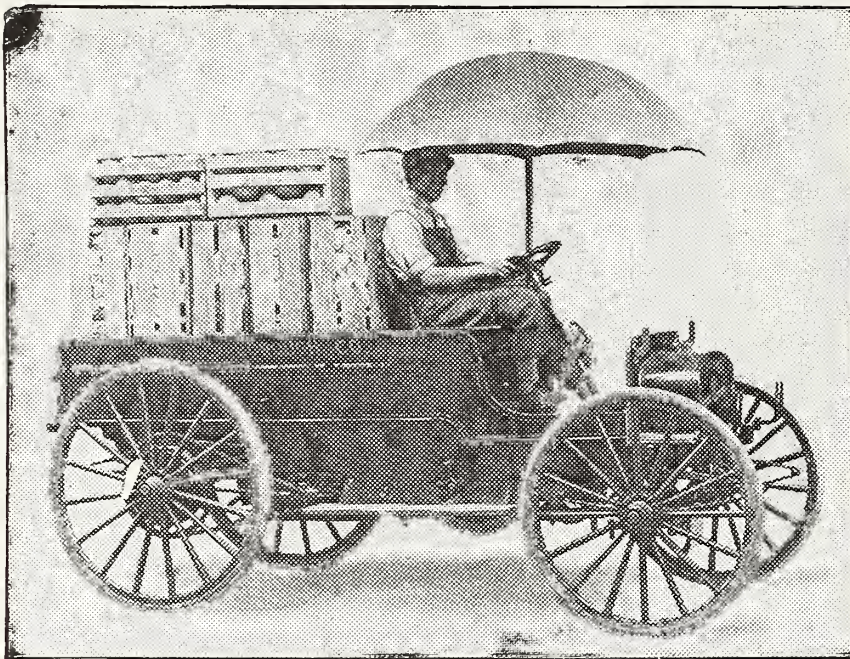
Extensive improvements, for the most designed to take care of big crowds, are now being made at the fair grounds. An addition to the grand stand will seat 2,000 additional persons and coin-operated turnstiles will be used at some of the entrances to do away with the customary crush at the gates on "big days." There is room for two hundred head of cattle in the new barn, which, with the

horse quarters, will be electric lighted for the convenience of night crowds. Mining and manufacturing exhibits will be housed in a new building, and their old home turned over to a dairy and pure food show. A large section of territory west of the main exhibit hall, never before utilized, will be covered with restaurants and other concessions, shut out from under the grand stand by the enlargement of the automobile display section.

There will be more racing horses quartered at the grounds during fair week than have come to Spokane in years, the chief contributing cause being the projected Lake City meet, run on a "wide open" basis, just across the Idaho line. This meeting, which will attract the best running horses of the Northwestern and Coast stables, will adjourn for a week to permit owners in attendance to race at the fair. Good cards in the harness events are assured by an early entry list of seventy-five pacers and trotters for the principal harness stakes. As before, the Spokane Derby,

worth \$2,000, will be the most important race.

Manager R. H. Cosgrove announces that he has secured as amusement features two of the Glenn Curtiss aviators, an Italian concert band led by Francesco Ferullo, the Parker No. 1 Carnival Company and Frank G. Odell of Lincoln, Nebraska, whose feats with bees at the First National Apple Show were a feature of that exposition. Ten thousand dollars will be spent on a night spectacle to be called "Pioneer Days in the Palouse." This will be staged in front of the grand stand, and will show a reproduction of the streets of a Palouse town in the '80s with realistic "wild West" features. Fireworks will, as before, be a part of the night show.



THE fruit grower or trucker who uses an International Commercial Car "gets there" quicker and more often than the man who uses horses and wagons.

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saves work, time, and money, thereby adding to your profits. All in all, considering the matter carefully from every point of view, you will find that you must have an International Commercial Car if you are to attain the greatest profit from your possibilities. Get all the facts—read what the International has meant to others—actual facts and figures, not theories. See the I H C local dealer and inspect one of these cars, or write nearest branch house for catalogues and information.

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The perfect sewing machine that has always led all other makes and is today better than ever. Two machines in one—lock stitch and chain stitch. Straight drop-head, high arm, ball bearing. A complete set of attachments—every one practical, etc., made for every-day use. The Domestic is a revelation of modern sewing machine progress. Find out about it. **SEND FOR BOOK, FREE.** The Truth About Sewing Machines. Telling you how you can have the finest sewing machine made at a Special Low Price and at ONLY \$2 a month. Learn why we sell direct where we have no agent and give you a 25 YEAR GUARANTEE. Get the facts before you buy any machine. This Free Literature will save you money. Send for it NOW. Domestic Sewing Machine Co., 48 Jackson Blvd., Dept. 414 Chicago.

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What Prof. Bailey Says

"The Double Action 'Cutaway' Harrow has been satisfactory. I use it almost continuously on our hard clay land with good results."

are used and endorsed by satisfied users throughout this entire country. Also in several foreign countries. Why? Because they decrease labor and increase crops.

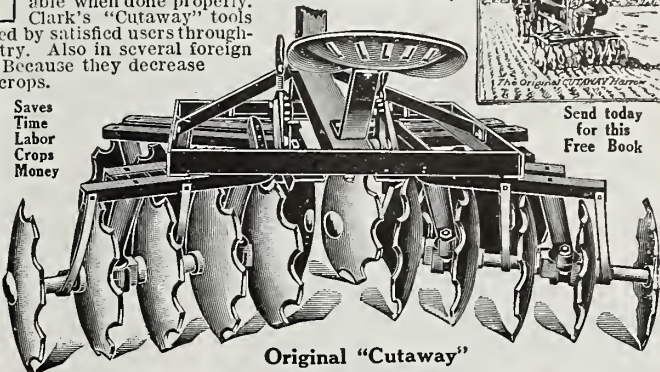
Our disks are made of cutlery steel shaped and sharpened in our own shops and are the only genuine "Cutaway" disks.

Beware of imitations and infringements. We make a tool for every crop. If your dealer can't supply the genuine "Cutaway," write us your needs. Satisfaction guaranteed. Prompt shipments. Send a postal today for our new catalogue "Intensive Cultivation." It's Free.

Why buy two tools when one will do two kinds of work and do it better and easier? Clark's original "Cutaway" Harrow can be used as a field harrow and its extension head frame converts it into an orchard harrow. Drawn by two medium horses and will cut 23 to 30 acres or double cut 15 acres in a day. The genuine "Cutaway" disk slices, stirs, lifts, twists and aerates the soil. Working the soil this way lets in the air, sunshine and new life and kills foul vegetation. Thorough cultivation makes large crops. Successful farmers, orchardists, gardeners and planters know that intensive cultivation is profitable when done properly.

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WE publish free in this column the name of any fruit growers' organization. Secretaries are requested to furnish particulars for publication.

Oregon

Eugene Fruit Growers' Association, Eugene; Ashland Fruit and Produce Association, Ashland; Hood River Fruit Growers' Union, Hood River; Hood River Apple Growers' Union, Hood River; Grand Ronde Valley Fruit Growers' Union, La Grande; Milton Fruit Growers' Union, Milton; Douglas County Fruit Growers' Association, Roseburg; Willamette Valley Prune Association, Salem; Mosier Fruit Growers' Association, Mosier; The Dalles Fruit Growers' Union, The Dalles; Salem Fruit Union, Salem; Albany Fruit Growers' Union, Albany; Coos Bay Fruit Growers' Association, Marshfield; Estacada Fruit Growers' Association, Estacada; Umpqua Valley Fruit Growers' Association, Roseburg; Hyland Fruit Growers of Yamhill County, Sheridan; Newburg Apple Growers' Association, Newburg; Dufur Valley Fruit Growers' Union, Dufur; McMinnville Fruit Growers' Association, McMinnville; Coquille Valley Fruit Growers' Union, Myrtle Point; Stanfield Fruit Growers' Association, Stanfield; Oregon City Fruit and Produce Association, Oregon City; Lincoln County Fruit Growers' Union, Toledo; Rogue River Fruit and Produce Association, Medford; Mount Hood Fruit Growers' Association, Sandy; Northeast Gaston Farmers' Association, Forest Grove; Dallas Fruit Growers' Association, Dallas; Northwest Fruit Exchange, Portland; Springbrook Fruit Growers' Union, Springbrook; Cove Fruit Growers' Association, Cove; Santiam Fruit Growers' Association, Lebanon; Washington County Fruit Growers' Association, Hillsboro; Benton County Fruit Growers' Association, Corvallis.

Washington

Kennewick Fruit Growers' Association, Kennewick; Wenatchee Fruit Growers' Union, Wenatchee; Puyallup and Sumner Fruit Growers' Association, Puyallup; Vashon Island Fruit Growers' Association, Vashon; Mt. Vernon Fruit Growers' Association, Mt. Vernon; White Salmon Fruit Growers' Union, White Salmon; Thurston County Fruit Growers' Union, Tumwater; Bay Island Fruit Growers' Association, Tacoma; Whatcom County Fruit Growers' Association, Curtis; Yakima Valley Fruit and Produce Growers' Association, Granger; Buckley Fruit Growers' Association, Buckley; Lewis River Fruit Growers' Union, Woodland; Yakima County Horticultural Union, North Yakima; Evergreen Fruit Growers' Association, R8, Spokane; White River Valley Fruit and Berry Growers' Association, Kent; Spokane Highland Fruit Growers' Association, Shannan; Lake Chelan Fruit Growers' Association, Chelan;

Zillah Fruit Growers' Association, Toppenish; Kiona Fruit Growers' Union, Kiona; Mason County Fruit Growers' Association, Shelton; Clarkston Fruit Growers' Association, Clarkston; Prosser Fruit Growers' Association, Prosser; Walla Walla Fruit and Vegetable Union, Walla Walla; The Ridgefield Fruit Growers' Association, Ridgefield; The Felida Prune Growers' Association, Vancouver; Grand View Fruit Growers' Association, Grandview; Spokane Valley Fruit Growers' Company, Spokane; Yakima Valley Fruit Growers' Association, North Yakima; Southwest Washington Fruit Growers' Association, Chehalis; The Touchet Valley Fruit and Produce Union, Dayton; Lewis County Fruit Growers' Association, Centralia; The Green Bluffs Fruit Growers' Association, Mead; Garfield Fruit Growers' Union, Garfield; Goldendale Fruit and Produce Association, Goldendale; Spokane Inland Fruit Growers' Association, Keisling; Elma Fruit and Produce Association, Elma; Granger Fruit Growers' Association, Granger; Cashmere Fruit Growers' Union, Cashmere; Stevens County Fruit Growers' Union, Myers Falls; Dryden Fruit Growers' Union, Dryden; White Salmon Valley Apple Growers' Union, Underwood.

Idaho

Southern Idaho Fruit Shippers' Association, Boise; New Plymouth Fruit Growers' Association, New Plymouth; Payette Valley Apple Growers' Union, Payette; Parma-Roswell Fruit Growers' Association, Parma; Weiser Fruit and Produce Growers' Association, Weiser; Council Valley Fruit Growers' Association, Council; Nampa Fruit Growers' Association, Nampa; Lewiston Orchard Producers' Association, Lewiston; Boise Valley Fruit Growers' Association, Boise; Caldwell Fruit Growers' Association, Caldwell; Emmett Fruit Growers' Association, Emmett; Twin Falls Fruit Growers' Association, Twin Falls; Weiser River Fruit Growers' Association, Weiser; Fruit Growers' Association, Moscow.

Colorado

San Juan Fruit and Produce Growers' Association, Durango; Fremont County Fruit Growers' Association, Canon City; Rocky Ford Melon Growers' Association, Rocky Ford; Plateau and Debeque Fruit, Honey and Produce Association, Debeque; The Producers' Association, Debeque; Surface Creek Fruit Growers' Association, Austin; Longmont Produce Exchange, Longmont; Manzanola Fruit Association, Manzanola; Delta County Fruit Growers' Association, Delta; Boulder County Fruit Growers' Association, Boulder; Fort Collins Beet Growers' Association, Fort Collins; La Junta Melon and Produce Company, La Junta; Rifle Fruit and Produce Association, Rifle; North Fork Fruit Growers' Association, Paonia; Fruita Fruit and Produce Association, Fruita; Grand Junction Fruit Growers' Association, Clifton, Palisade,

Grand Junction; Palisade Fruit Growers' Association, Palisade; Peach Growers' Association, Palisade; Colorado Fruit and Commercial Company, Grand Junction; Montrose Fruit and Produce Association, Montrose; Hotchkiss Fruit Growers' Association, Hotchkiss; Paonia Fruit Exchange, Paonia; Colorado Fruit Growers' Association, Delta; Crawford Fruit Growers' Association, Crawford; Amity Cantaloupe Growers' Association, Amity; Pent County Melon Growers' Association, Las Animas; Capitol Hill Melon Growers' Association, Rocky Ford; Denver Fruit and Vegetable Association, Denver; Fair Mount Melon Growers' Association, Swink; Fowler Melon Growers' Association, Fowler; Granada Melon Growers' Association, Granada; Grand Valley Fruit and Produce Association, Grand Junction; Independent Fruit Growers' Association, Grand Junction; Kouns Party Cantaloupe Growers' Association, Rocky Ford; Lamar Melon Growers' Association, Lamar; Loveland Fruit Growers' Association, Loveland; Manzanola Orchard Association, Manzanola; Newdale Melon Growers' Association, Swink; Roaring Fork Potato Growers' Association, Carbondale; Woods Melon Growers' Association, Las Animas.

Montana

Bitter Root Fruit Growers' Association, Hamilton.

Utah

Farmers and Fruit Growers' Forwarding Association, Centerville; Ogden Fruit Growers' Association, Ogden; Brigham City Fruit Growers' Association, Brigham City; Utah County Fruit & Produce Association, Provo; Willard Fruit Growers' Association, Willard; Excelsior Fruit & Produce Association, Clearfield (Postoffice Layton R. F. D.); Centerville Fruit Growers' Association, Centerville; Bear River Valley Fruit Growers' Association, Bear River City; Springville Fruit Growers' Association, Springville; Cache Valley Fruit Growers' Association, Wellsville; Green River Fruit Growers' Association, Green River.

New Mexico

San Juan Fruit and Produce Association, Farmington.

British Columbia

British Columbia Fruit Growers' Association, Victoria; Victoria Fruit Growers' Exchange, Victoria; Hammond Fruit Growers' Union, Hammond; Hatzic Fruit Growers' Association, Hatzic; Western Fruit Growers' Association, Mission; Mission Fruit Growers' Association, Mission; Salmon Arm Farmers' Exchange, Salmon Arm; Armstrong Fruit Growers' Association, Armstrong; Okanagan Fruit Union, Limited, Vernon; Kelowna Farmers' Exchange, Limited, Kelowna; Summerland Fruit Growers' Association, Summerland; Kootenay Fruit Growers' Union, Limited, Nelson; Grand Forks Fruit Growers' Association, Grand Forks; Boswell-Kootenay Lake Union, Boswell; Queens Bay Fruit Growers' Association, Queens Bay; Kaslo Horticultural Association, Kaslo; Creston Fruit and Produce Exchange, Creston.

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—and the easiest on the eyes—Acetylene. Far superior to electricity, and costs less than lamp light.

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will furnish the average house with perfect light for six months **without attention** during that time. Our 100-pound generator can be recharged by **one man** in less than 30 minutes.

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Remember, our generator means a **permanent** improvement **increasing the cash value** of your house just as a furnace or a new roof would. It is **not** an expense, but an **investment**, and will last for one hundred years or more.

Remember this—it is the **ONLY** one made in this country that is so perfect in construction and safe in its operations that it does not have to go before the National Board of Underwriters for their examination and approval before it can be sold and installed.

Full information cheerfully furnished relative to entire cost of lighting your house and adjoining buildings

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Hose, Nozzles, First-
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As a watch dog, a "pal" or a companion for children he has no equal.

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A litter of splendid puppies from the above mating will be ready for delivery September 1, 1911.

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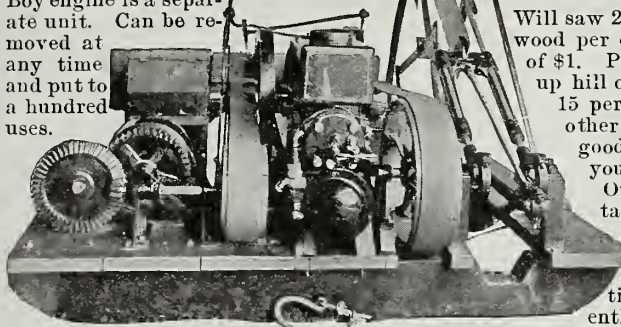
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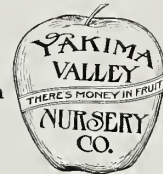
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Claims are easily made, but not always easily proven. We would not make the claims we do for the high quality of our stock if we were not convinced of their truth, and if we didn't have so many compliments from customers on the superiority of our trees, and the most excellent manner in which they were packed, enabling them to arrive at destination in prime condition. This last item, good packing, is easily overlooked by many, but is one of importance, and is one of the many instances where our attention to detail keeps up the high standard of our trees.

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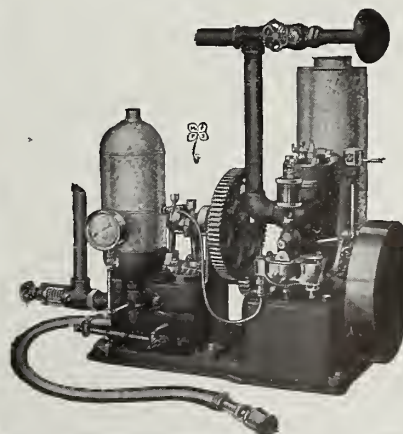
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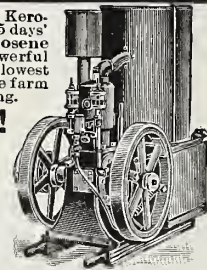
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The "DETROIT" is the only engine that handles coal oil successfully; uses alcohol, gasoline and benzine, too. Starts without cranking. Basic patent—only three moving parts—no cams—no sprockets—no gears—no valves—the utmost in simplicity, power and strength. Mounted on skids. All sizes, 2 to 20 h. p. in stock ready to ship. Complete engine tested just before crating. Comes all ready to run. Pumps, saws, threshes, churns, separates milk, grinds feed, shells corn, runs home electric-lighting plant. Prices (stripped), \$29.50 up. Sent any place on 15 days' Free Trial. Don't buy an engine till you investigate amazing, money-saving, power-saving "DETROIT". Thousands in use. Costs only postal to find out. If you are first in your neighborhood to write, we will allow you Special Extra-Low Introductory price. Write! Detroit Engine Works, 507 Bellevue Ave., Detroit, Mich.

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booklet. I have about \$.....
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A booklet descriptive of the many resources of this city and the surrounding country will be sent **free** on applying to the Publicity Department of the Ashland Commercial Club, Ashland, Oregon.

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Portland, Oregon



Rome Beauty Trees in Mr. W. W. Butler's orchard at Grand View, Washington, seven months from date of planting. Bought of Washington Nursery Company, Toppenish, Washington

TREES THAT GROW

Mr. W. W. Butler, of Grand View, Washington, in the Yakima Valley, is one of our customers. One day last fall he was kind enough to hand us some snap shot photos of some of the trees he had obtained of us in previous seasons.

We reproduce herewith two of these small photos, which were not taken for reproduction, but which nevertheless give some idea of the results obtained with our stock.

Mr. Butler is but one of thousands of our customers who have done equally well with our trees, and the showing made here can be duplicated times without number.

"IT'S THE ROOT," and the top, and the freedom from pest, and the fact that they are matured before digging and that they reach the customer in the best of condition, that makes it worth while to buy our trees.

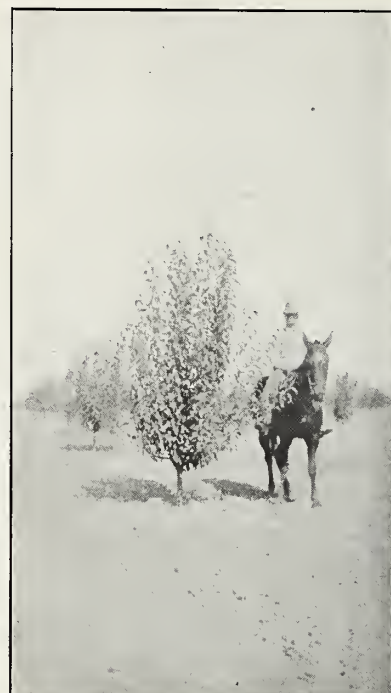
They are grown on the best of soil, under irrigation, both of which, with months of sunshine and constant cultivation, produce an unsurpassed root system and a clean, well-balanced top.

There are no pests here to infest the trees or roots.

Our splendid fall weather ripens the wood fiber without starting a new growth, as is often the case in the rain belt, for we water for the last time in August and Nature and the cultivator do the rest.

A fine stock of good trees for fall and spring delivery this season.

Send us your order or give it to our salesman.



Spitzenberg Trees in Mr. W. W. Butler's orchard at Grand View, Washington, thirty months from date of planting. Bought of Washington Nursery Company, Toppenish, Washington

Washington Nursery Co., Toppenish, Wash. More salesmen wanted in good unoccupied territory. Write us.



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A Reputation to Sustain

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Clarkston, Washington

PROPAGATORS OF

Reliable Nursery Stock

All stock budded from bearing trees,
fruit and ornamental



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Hood River, Oregon, Nov. 27, 1909.
This is to certify that I have used Cooper's Tree Spray Fluids, V1, for killing San Jose scale and found it very effectual.
G. R. Castner, County Fruit Inspector.

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THE SOIL FUMIGANT
DESTROYS INSECTS IN THE
GROUND**

REDUCES LOSSES SAVES PROFITS
IT WILL PAY YOU TO INVESTIGATE
Write for 1910 booklet (32 pages)
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**YOU DO NOT HAVE TO WAIT FOR STEEL PIPES TO
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COLUMBIA ENGINEERING WORKS, Portland, Oregon



A sample of our yearling trees,
the "Nunbetter" kind

425 Boxes of Jonathans **From 100 Four-Year-Old Trees**

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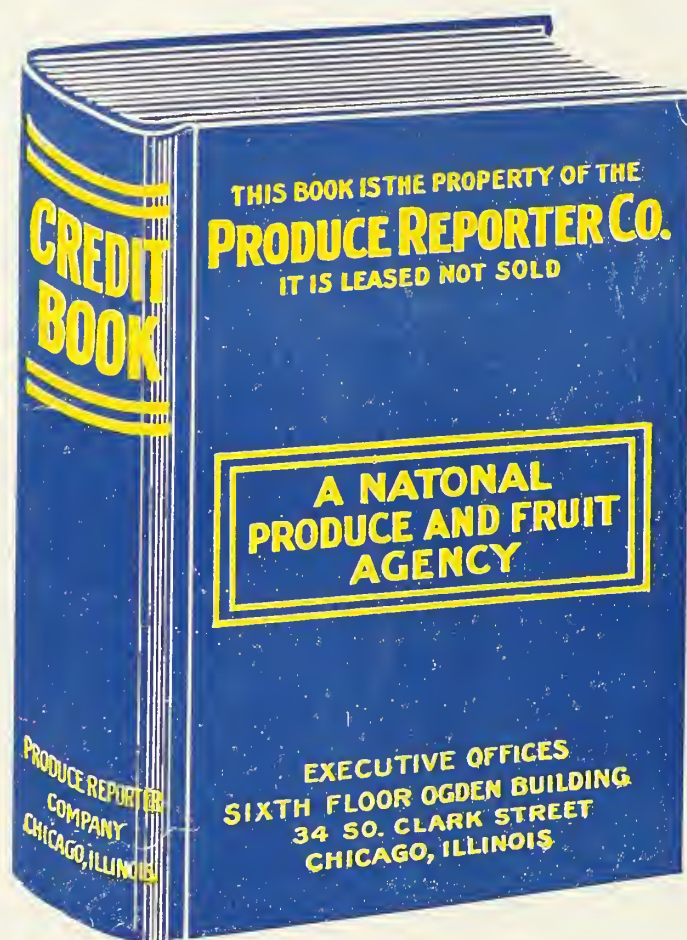
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